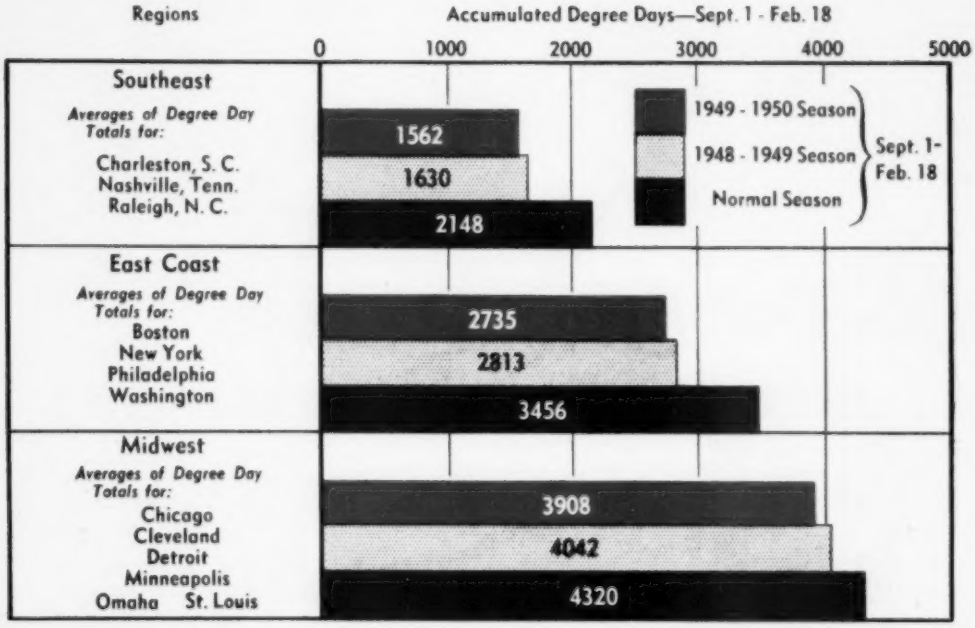
NATIONAL PETROLEUM NEWS

March 1, [illegible]
Vol. 42 — No. [illegible]

Heating Oil Sales Below Expected Level as Degree Days Lag



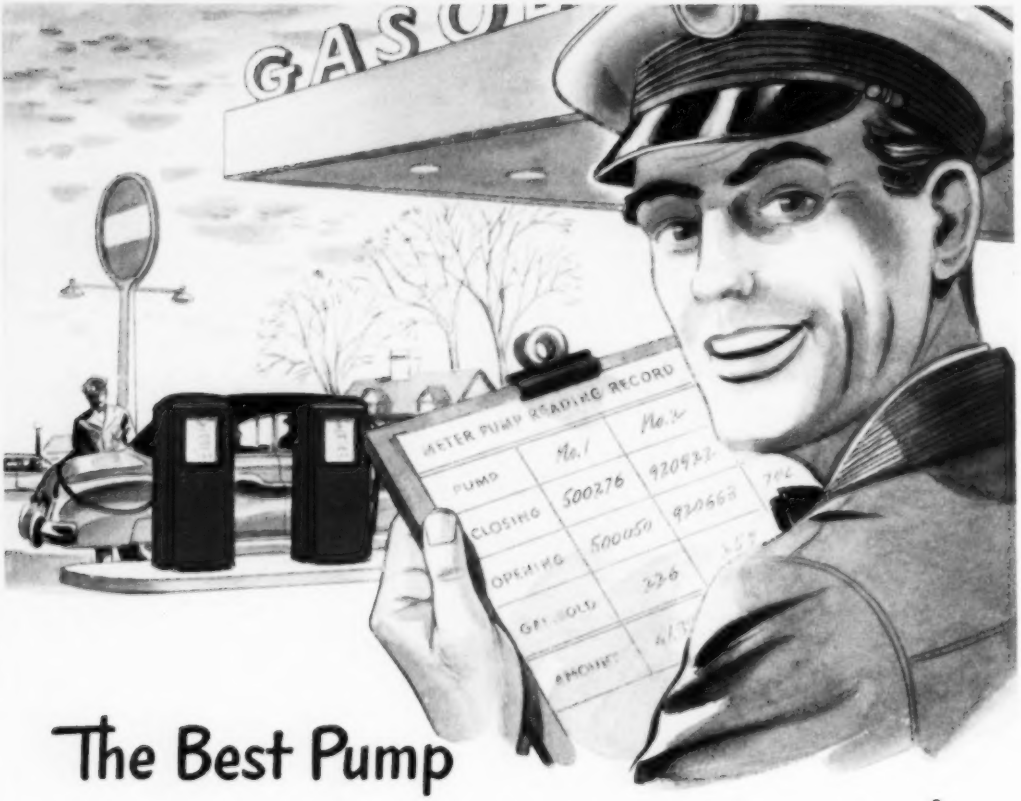
The 1949-1950 fuel oil heating season enters its closing weeks with a record of being warmer than either the 1948-1949 winter or normal (see chart above). Barring a siege of colder-than-normal weather in March which would send degree day totals soaring, the current season will be among the mildest on record. Degree day breakdown of monthly totals for the 14 cities listed in charts above appears on p. 30

Dealer Selection Plan Is Profitable

One Independent oil marketing company has increased its sales tenfold in the past five years. The partners attribute most of their success to careful selection of dealers and to a policy of keeping a close watch on costs. P. 26.

FTC Deliberates on Tire Discount Rules

Federal Trade Commission faces court test if it sets a maximum quantity discount level on tire accounts. How to determine a rule to fit the entire industry is problem which FTC has on its hands. P. 34. Two stations find sporting goods profitable merchandise. P. 40.



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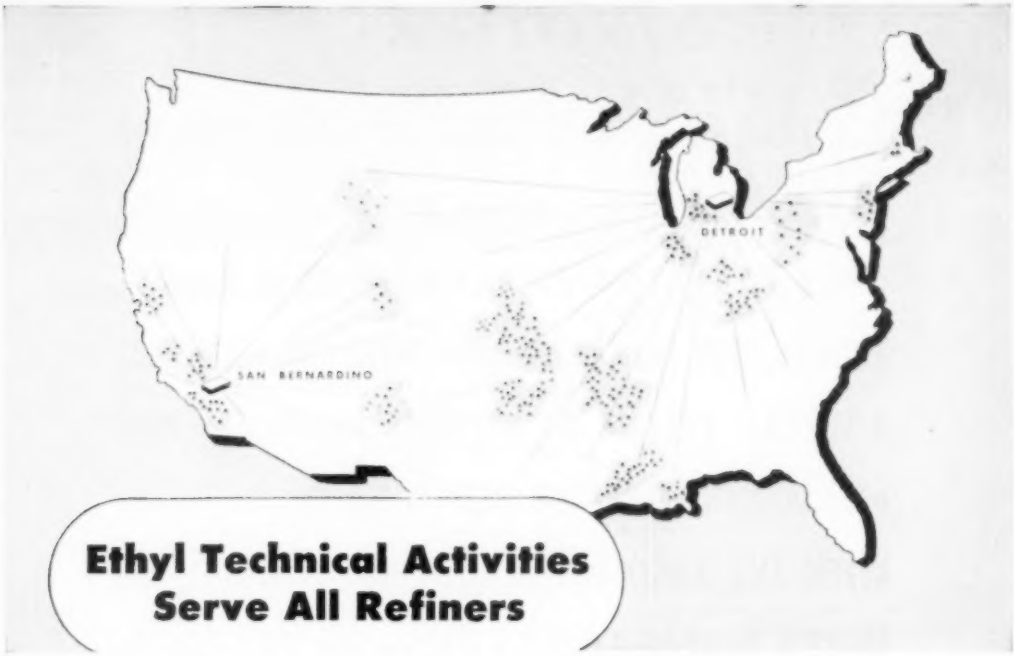

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3. Creating Mechanical Octane Numbers

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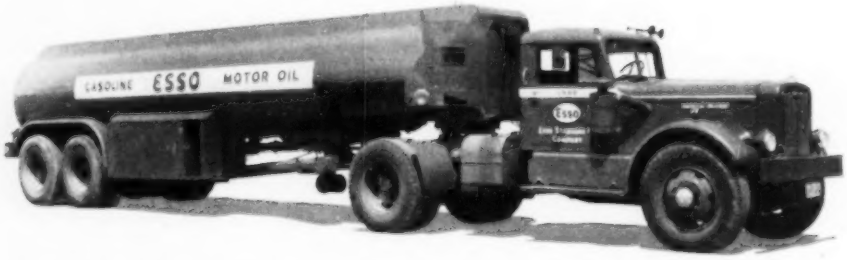

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NATIONAL PETROLEUM NEWS

Vol. 42—No. 9 ESTABLISHED 1909 March 1, 1950

THE NEWS WEEKLY OF THE OIL INDUSTRY

COMING MEETINGS

MARCH

Ohio Petroleum Marketers Assn., annual convention and marketing exposition, Hotel Deshler-Wallick, Columbus, Ohio, March 7-9.

Indiana Independent Petroleum Assn., Inc., Hotel Severin, Indianapolis, Ind., March 9-10.

Missouri Petroleum Assn., annual trade show and convention, Jefferson Hotel, St. Louis, Mo., March 12-14.

Oil Heat Institute of New England, annual meeting, Hotel Statler, Boston, Mass., March 14.

Texas Petroleum Jobbers Assn., convention, Plaza Hotel, San Antonio, Texas, March 20-21.

Maine Independent Oil Marketers Assn., convention, Eastland Hotel, Portland, Maine, March 24.

Western Petroleum Refiners Assn., annual meeting, Plaza Hotel, San Antonio, Texas, March 27-29.

APRIL

American Petroleum Institute, board of directors, Houston, Texas, April 3-4.

American Association of Oilwell Drilling Contractors, directors' quarterly meeting, The Robert L. Driscoll Hotel, Dallas, Texas, April 7.

American Society of Lubrication Engineers, convention and lubrication exhibit, Hotel Statler, Detroit, Mich., April 10-12.

National Oil Jobbers Council, spring meeting, Hotel Tutwiler, Birmingham, Ala., April 11-12.

National Petroleum Assn., Hotel Cleveland, Cleveland, Ohio, April 12-14.

Society of Automotive Engineers, Aeronautic Meeting and Aircraft Display, Hotel Statler, New York, N. Y., April 17-19.

Michigan Petroleum Assn., convention and exhibit, Detroit-Leland Hotel, Detroit, Mich., April 18-19.

American Petroleum Institute, marketing division, Muehlebach Hotel, Kansas City, Mo., April 24-25.

Natural Gasoline Association of America, 29th annual convention, Texas Hotel, Fort Worth, Texas, April 24-26.

Oil Heat Institute of America, 27th annual convention and exposition, Philadelphia, Pa., April 24-28.

Independent Oil Men's Assn. of New England, Copley-Plaza, Boston, Mass., April 25-26.

National Highway Users Conference, third highway transportation congress, Hotel Mayflower, Washington, D. C., April 25-27.

National Tank Truck Carriers, Inc., mid-year meeting, Palmer House, Chicago, Ill., April 27-29.

Pennsylvania Petroleum Assn., spring convention, Bedford Springs Hotel, Bedford, Pa., April 30-May 2.

MAY

American Petroleum Institute, division of refining, mid-year meeting, Hotel Cleveland, Cleveland, Ohio, May 1-4.

Fuel Oil Distributors Association of New Jersey, annual convention and exhibit, Berkeley-Carteret Hotel, Asbury Park, N. J., May 4-5.

Interstate Oil Compact Commission, quarterly meeting, Buena Vista Hotel, Biloxi, Miss., May 4-6.

National Dixie Distributors, Inc., Denver, Colo., May 5-6.

North Carolina Oil Jobbers Assn., Jobbers and Consignment Distributors' Section to meet simultaneously, Mid Pines Hotel, Southern Pines, N. C., May 5-6.

Liquefied Petroleum Gas Assn., annual convention and trade show, Palmer House, Chicago, Ill., May 8-11.

Empire State Petroleum Assn., Hotel Roosevelt, New York, N. Y., May 14-16.

Oil Industry Information Committee, Chicago, Ill., May 15-17.

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AHEAD *of the* NEWS

FOR TAXING OUT LOUD—Size of the tax portion of the motorist's gasoline dollar appears to be in for some of the most aggressive finger pointing the industry has ever done. The APIC has experienced a marked increase lately in inquiries about the help it can give companies in telling the tax story. The companies, probably because they are more sales-minded than they've been for years, are doing some serious thinking about the close relationship of tax to price. One big Eastern supplier has asked its division sales managers to assign staff members to regular duty of working closely with state petroleum industries committee secretaries and making "the most effective use possible" of PIC material in the light of local circumstances. It has concluded that the public can't be educated in a day—or in occasional campaign against a tax increase.

●

UP IN THE AIR—With the British elections out of the way, Washington had hoped to see the patch cleared for an early solution of the dollar oil-sterling oil controversy. Because of the indecisive outcome, however, State Department officials now aren't at all sure that this will come about—unless the sudden and unexpectedly critical attitude put on display at the capital last week by Chairman Tom Connally of the Senate Foreign Relations Committee should jar the British into coming to terms quickly.

●

INCOME TAX OR DEATH—Some small farm co-ops would like to pay full income taxes because they are afraid of being taken over by the large co-operatives. One local oil co-op man called on the Iowa Independent Oil Jobbers Assn. recently to ask if there was anything he could do to help in the fight for tax equality. He explained that his local co-op could buy at lower prices from Consumers Cooperative Assn., but CCA dividends would be paid in IOU's instead of cash. The local co-op either would have to pay income tax on these paper dividends itself, or pass them on to the members.

●

LIFT FOR VENEZUELA—Sen. McFarland (D., Ariz.), who recently visited Venezuela, may issue soon a report on his oil investigations in that South American country. He reportedly feels that any reduction in petroleum production as it affects American companies operating there would mean less revenue to both the U. S. and Venezuelan governments.

FARM DEMAND TO CONTINUE UP—Demand for petroleum products on the farms of the Midwest will continue to rise for the next several years, at least, as further mechanization is achieved, according to a prominent farm analyst. He reports that one manufacturer of farm implements has 31 new farm machines on the drawing boards, use of which will stimulate demand for petroleum products to a marked degree. Another field in which farm demand will rise is aviation gasoline and oils. For example, there already are some 2,300 light planes on Iowa farms. Manufacturers of such ships now are concentrating their sales efforts in the rural areas, rather than the cities, after finding that the potential is greater there. This is true for three reasons: The farmer has greater need for a plane than his average city cousin, he has a landing field available at his doorstep, and he usually has the money required.

●

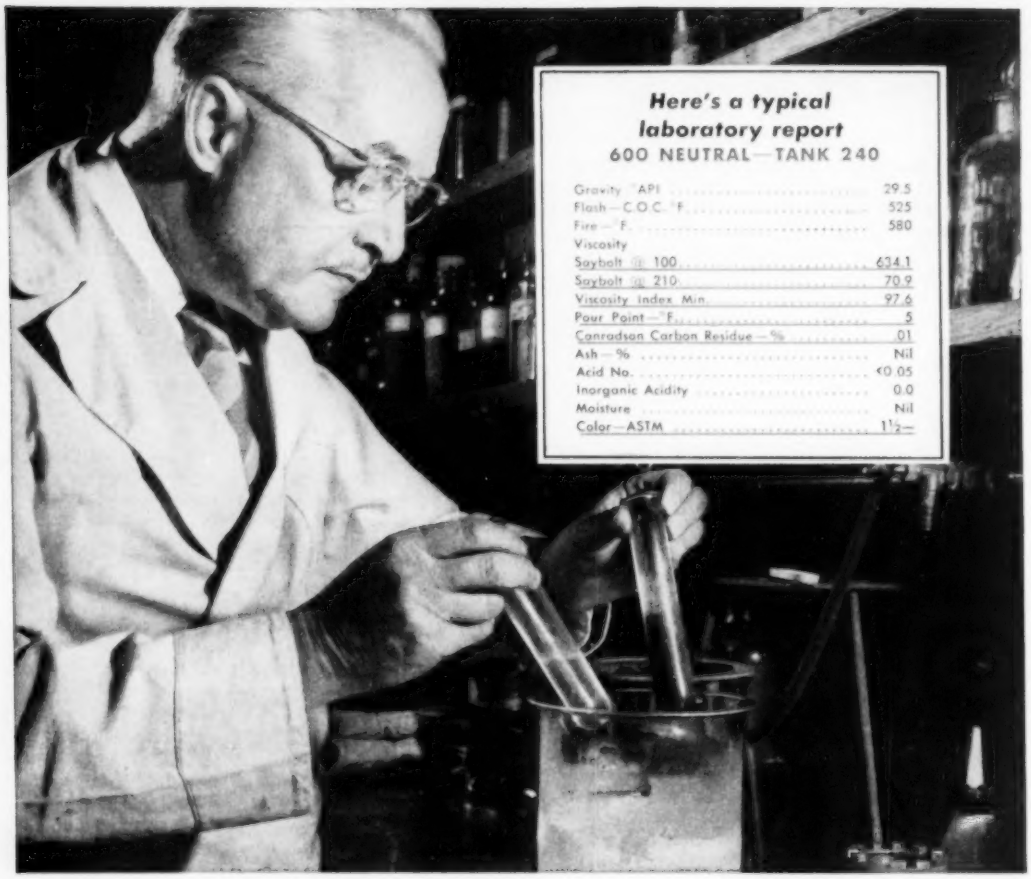
FTC INVESTIGATIONS—Now underway at the Federal Trade Commission are four studies in which petroleum is being given a close scrutiny. They are: (1) an investigation of the role of "petroleum cartels" in world trade; (2) an analysis of "corporate patterns of production" to show the relative position of the 500 largest companies in their respective business fields; (3) an investigation of interlocking directorships, and (4) a study of the concentration of ownership of stock in large corporations.

●

EARLY BARGING SEASON—Opening the barging season on the Upper Mississippi two weeks earlier than expected is in prospect. The Coast Guard has been asked by Mayor Eric Hoyer of Minneapolis to open Lake Pepin by March 15 so coal can be delivered by barge to relieve the shortage in Minnesota. This lake is a widening of the Mississippi 50 miles south of the Twin Cities. Fuel oil stocks in riverside tank farms in this area are low as a result of the coldest January in 13 years. Oil companies say their barges will follow in on the heels of the first tow.

●

BIGGER PAYLOADS—Truck tank trailer manufacturers report the trend is general to increase the size of tanks in the small size category. They point out that Independent marketers particularly are going from 1,250-gal. tanks and smaller to 2,000 and 2,500-gal. tanks, except in communities where local ordinances prohibit tanks larger than 1,250 or 1,500 gals. They say 800-900-gal. tanks are being discarded as fast as possible.



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Mr. Yocom

WASHINGTON—By Herbert A. Yocom

Cartoon Illustrates How Oil Is Attacked Unfairly

As good an explanation as any for the generally bad public relations of the petroleum industry is to be found in an editorial cartoon in the *Washington Post* of Feb. 23.

Under the heading "Boom Town," there appears a sketch of the U. S. Capitol—which would look the same as usual except that oil derricks are shown standing athwart both the House and Senate wings and rising so high as to even over-tower the statue of freedom perched atop the central dome. And standing before the building in what seems a gleeful, anticipatory mood are three bloated, cigar-smoking individuals identified by the lettering on their backs as: "Bill to Give Away U. S. Tidelands Resources," "Bill to End U. S. Regulation of Gas Rates," and "Special Tax Benefits for Oil Companies."

The impression this cartoon must have left in the minds of unknowing readers is obvious.

It matters not, of course, that the question of "tidelands" ownership is basically one involving the seaboard states and the federal government, with the states fighting to retain something they had always regarded as rightfully theirs until Harold L. Ickes and a new deal-packed Supreme Court came along to rule otherwise.

Neither does it matter that there is no such animal as a "bill to end U. S. regulation of gas rates."

Or even that Congress, 25 years ago as a matter of national policy established the principle of the 27.5% depletion allowance for the very sound purpose of encouraging the exploration and development of the nation's oil resources.

What really counts is the fact that the unsuspecting reader, seeing a cartoon of this sort, immediately believes that "those dirty oil companies" are putting over not just one but "three more big steals." Which quite obviously was the exact impression intended to be created, because Herblock (Herbert Block), the high-powered cartoonist, is noted for his advocacy of what the CIO and others refer to as "the people's causes."

It just goes to show again how popular it is to use the petroleum industry as a whipping boy.

* * *

How easy it would be to stop the "Fair Deal" in its tracks if, as happened in Britain last week, 85% of the eligible voters went to the polls in next Fall's Congressional elections. It was the stay-at-homes who gave Truman his victory in '48, less than half of the electorate having cast ballots.

* * *

If you ever see a tanker flying a flag of royal blue with an insigne representing the symbolic wrist, hand, torch and flame of the Statue of Liberty, please be advised that she's in the service of American Independent Oil Co., which has just registered this as its house flag with the Customs Bureau.

* * *

Petroleos Mexicanos, the Mexican government oil monopoly, is newly embarked on a campaign to develop a wide U. S. acquaintance with the way the oil business is run below the Rio Grande. Publicity being released here through Gordon M. Serrions (ex-PAW Public Relations director) does not appear, however, to have any direct connection with the long-time efforts of Pemex to extract a loan from Uncle Sam.

* * *

We couldn't quite follow him, but Congressman Flood of Pennsylvania at least meant well when he stood up in the House the other day and declaimed that: "If the Congress fails to act upon the suggestion of the President and reduces the oil percentage depletion privilege from 15 to 5%, then by the same token, I feel that the coal-mining industry has the right to demand the same privileges be extended to it and that its percentage depletion taxation privilege be raised to the same 15%" . . .No one, however, misunderstood Congressman Hays of Arkansas when, in a defense of the Arkansas hound dog on Ground Hog Day, he told off a pair of Pennsylvania colleagues with this oratorical flourish: "If all the hound dogs of Arkansas were one dog, he could stand on the highest peak of the Alleghenies and raise a howl that would blow the rings off the planet Saturn, and all the ground hogs of Quarryville and Punxsutawney could not cast a shadow across that hound dog's left hind leg." . . .Very neat, Mr. Hays, but our favorite teller-offer still is the irrepressible Dewey Short of Missouri, who once allowed in the House as how he had been "farther back under the barn hunting eggs than most of you peckerwoods have been away from home."

Mr. Bjorkback

ATLANTIC COAST—By Raymond E. Bjorkback

Prompt Action Is Needed Now To Halt Natural Gas Advance

An on-the-ground study of two cities where natural gas has fairly recently become available either for the first time or in added large quantity has convinced the staff men of the Atlantic Coast Oil Conference and the Empire State Petroleum Assn. that oil men in the Northeast had better act before natural gas competition is upon them.

Rochester, N. Y., and Detroit were the cities studied. The survey shows they offer a sharp contrast in that, at current prices, oil delivers about 34% more home heat for 1c than does gas in Rochester, while gas enjoys a price differential of about 30% in Detroit.

But gas is making marked progress even in Rochester, while giving oil a beating in the Michigan city. The relatively lower cost of a gas installation is shown to be the big factor in Rochester. That and price, too, are declared the distressful combination in Detroit.

* * *

The findings, in some detail, are as follows:

Before natural gas, from Texas, went into Rochester last year, oil burners were out-selling gas units about two to one. Now gas burners have overtaken and passed oil units—in a matter of seven months.

Detroit has had natural gas since 1936, at competitive prices but only in limited quantities—from Michigan fields—heretofore. Last fall, Panhandle Eastern's new pipe line gave Detroit new natural gas capacity, and the local utility invited home heating applications. It received 90,000 in 30 days; 50,000 of these have re-

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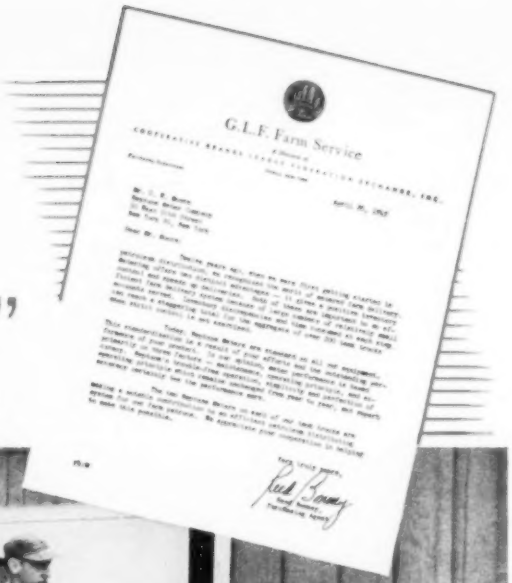
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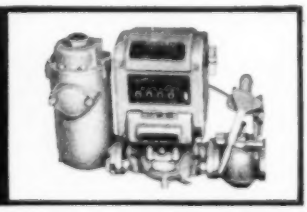

sulted in installations, and it is expected that 100,000 gas units will be installed this year.

* * *

Price is not the factor in Rochester that it is in Detroit since, of course, Rochester is much farther from the gas source. Also, at Rochester, the natural gas is being used primarily for enrichment of manufactured gas, with only 7% of the meters on straight natural gas. Detroit's householders get straight natural.

However, estimates are that builders are putting gas burners into almost all new Rochester houses. Not only is the cost of the gas installation less than that for oil, but the Rochester building code allows the builder to install a low-cost flue for gas. Chimneys built according to the minimum specifications under the present code would have to be rebuilt for oil heating.

Now, efforts are to be made to have the code altered to provide for chimney dimensions which will allow a choice of fuels.

Oil is getting conversions from coal by owners of large older houses in Rochester, who seem to feel oil will be better than gas in a house not well insulated. But otherwise oil appears to be losing ground, in the race with gas, in Rochester now.

* * *

In Detroit, oil men have done, and are doing, much to cut operating costs and make oil heating desirable to the customer. They are of the opinion that efficiency of burner installation and operation in their city is above the average. But, according to the survey:

One of the largest jobbers in Detroit is convinced he is being forced out of business because gas has been selling at a "ridiculously" low price at the source, while the price of No. 2 fuel was being increased. At the time he was interviewed, No. 2 had gone up 0.3c for the second time in six weeks.

One major company had lost 300 accounts to gas since the beginning of the heating season, and had a current average loss rate of one account per day.

At the same time, the company's representative discussing the situation expressed the conviction that his company's fuel business could be maintained, even increased, in Detroit by good, hard salesmanship, by improved service and adoption of every means to make oil heat "more automatic."

One sales argument his company is making is that when you buy from a gas company you are at the mercy of one supplier, whereas when you buy from an oil company and are dissatisfied for any reason you always can change to another company.

One large jobber had lost 250 accounts since the start of the heating season—about one-third of the accounts going to gas.

Reports were circulating among the Detroit area's approximately 60 jobbers and fuel oil dealers that sale of some businesses to suppliers was under negotiation.

About 80% of new home construction was going to gas, and a greater percentage to coal than to oil. Of 7,000 new housing units planned, one major company said it had been able to "land" about 40; another said it got 250.

* * *

Oil burner makers are adding gas burner manufacture to their operations, and expressing concern over their oil burner business.

They voice the opinion that gas in the East has attained the status of a "prestige" fuel because well-to-do persons have heated with manufactured gas regardless of cost. They add that they expect this psychological factor to be felt when natural gas becomes widely available in the East.

Detroit representatives of large suppliers said they think the oil industry in the East is apathetic toward the advance of natural gas in its direction.

The oil association men think the industry hereabout must bestir itself and accordingly they will encourage all interested groups to join in meeting natural gas's challenge.

Mr. Castle

MIDWEST—By Leonard Castle

State OIIC Meetings Planned To Get Local Oil Mens' Ideas

A series of four statewide clinics for state, area and local chairmen will touch off the OIIC campaign in the Great Lakes district during the next few weeks, a campaign designed to carry the program into the remotest corners of Illinois, Wisconsin, Michigan and Indiana.

Climaxing the opening phase of the 1950 program will be the dedication on March 20 of a new petroleum industry exhibit at Chicago's famed Museum of Science and Industry under sponsorship of the Chicago Oil Men's Club. Some 600 industry leaders will attend a banquet at the museum preceding the dedication ceremonies.

The national OIIC's recommendation was that district clinics be held to acquaint the various chairmen with objectives of the 1950 program. But William Gerwe of Socony-Vacuum Oil Co., Chicago, chairman of the Great Lakes district, decided that more would be accomplished if the clinics were held on a state basis. Therefore, he scheduled these meetings: Detroit, March 8; Indianapolis, March 14; Chicago, March 20; and Milwaukee, April 12 (tentative).

"We feel that we will be able to get much closer to the men who'll have to carry out the program by holding smaller state meetings than at one big district affair," Mr. Gerwe said. "We, of course, will present the program we have in mind, but the big thing will be that the clinics will provide a clearing house of ideas from the field. One trouble with the program in the past has been that all the ideas came down from the top and none seeped up from the bottom. At the clinics we expect to get valuable ideas and constructive criticism. This is the important thing because if the program is to succeed it must be put across by the oil men in small town and rural areas and they are much better qualified to know how to reach their people than someone from a big city."

Heading the list of speakers at the March 20 dinner will be Dr. Robert E. Wilson, board chairman of Standard Oil Co. (Indiana). Rawleigh Warner, board chairman of the Pure Oil Co., will make the presentation of the exhibit.

The new exhibit is being installed through the co-operative sponsorship of nine oil companies and will occupy more than 8,000 sq. ft. of space.

An outstanding feature of the exhibit is an automatic motion picture theater seating 50 persons and equipped with two complete sound projection systems. In this theater may be shown at any time the latest educational and instructional films prepared by the oil industry, or others that may be of particular interest to specific groups.

* * *

Another state jobber group, the Iowa Independent Oil Jobbers Assn., gave its unofficial endorsement to the OIIC program last week. No formal resolution approving the program was adopted, as was done by the Kansas and Illinois groups the previous two weeks, but the board of directors authorized a statement to NATIONAL

REVOLUTIONARY 4" AND 6" TRUCK TANK VALVES

OFFER WEIGHT SAVING OF AS MUCH AS 50 TO 100 LBS. PER VALVE

New, exclusive, lightweight pressed steel bodies also give added strength, greater efficiency

Many oil companies are cutting operating costs by increasing pipe sizes on tank trucks so as to speed up unloading time. On gasoline trucks, they use sizes to 4", and on fuel oil trucks, sizes to 6". For utmost economy and efficiency, they equip these units with Philadelphia Valve Co. valves that save as much as 50 to 100 lbs. in weight per valve, yet have been tested to pressures of 400 lbs. per sq. in. without leakage! These valves are durable, resist abuse, and are so tough they stand up well even in accidents and fires.

Their secret lies in their revolutionary construction. They are made with our exclusive, patented lightweight pressed steel bodies, which completely eliminate the use of heavy castings and at the same time give added strength. An increased number of bolts keeps the lightweight, round flanges securely tight; these valves won't leak even at high pressures. The 4" valves have eight $\frac{3}{4}$" S.A.E. bolts; the 6" valves, twelve $\frac{3}{4}$" bolts.

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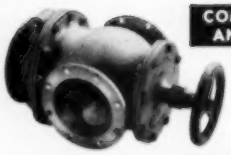
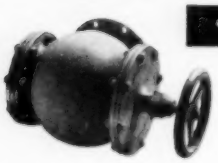


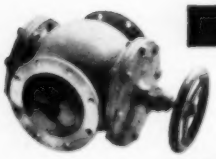
COMBINATION CROSS AND CHECK VALVES

Standard 4" valve weighs only 29½ pounds! Swing check uses aluminum disc holder to cut weight to minimum and offer smallest possible flow resistance. Disc can easily be replaced by removing bolted bonnet. Spring-loaded, self-tightening stuffing box is bronze, as are bonnet and stem. These valves can be furnished with additional bottom outlet, and are also available with rigid disc which can quickly be converted to swing-check type.



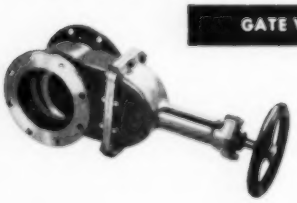
90° ANGLE VALVES

Save up to 100 pounds! For instance, a 6" valve weighs only 35 pounds, against the 135 of the ordinary cast-iron angle valve. Bolted bonnet allows easy removal of stem and disc assembly. Disc is cork and thiokol, to make it oil- and gasoline-resistant. Valve seat is machined brass casting insert; can quickly be replaced if necessary. Same types of spring-loaded stuffing box, bonnet, and stem as in combination cross and check valves. Made in both 4" and 6" sizes.



CROSS VALVES

Same specifications as angle valves, except equipped with additional outlet. Also can be supplied with extra side outlet.



GATE VALVES

Made in 4" and 6" sizes in either heat-treated aluminum, bronze, or galvanized malleable iron. 4" aluminum valve weighs only 16 pounds; 6" weighs only 39 pounds! The aluminum and malleable iron valves have bronze inserted seats. In all valves, the gates are of bronze, and are lapped in for gasoline service. Gates are floating split-wedge type to insure positive closure and perfect sealing. Valves are quick-opening because dual-threaded stem enables disc to rise on stem while stem rises in bonnet. Spring-loaded, self-tightening stuffing box can be repacked under pressure if necessary.

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PETROLEUM NEWS that "we feel the program finally has reached down to the grass roots and we can support it without qualification."

This development was considered significant because the Iowa association was one of those most unhappy about the OIIC program during the past three years. The expression of satisfaction came after M. S. Hauser, of Ohio Oil Co., a member of the national committee, had appeared before the directors to explain the 1950 program. Appearing with him were W. R. Williams of Smith Oil & Refining Co., Rockford, former Illinois chairman, and H. H. Hahn, secretary of the Nebraska Petroleum Marketers and vice chairman for the Missouri-Iowa-Nebraska OIIC district.

Sentiment of the Iowa directors was expressed in these words: "We are now wholly sympathetic to the OIIC program and feel that it is doing a job for the entire industry since the emphasis is being placed on grass roots work. Up to now we never have approved of the program but now we'll get behind it and do everything we can to see that it succeeds."

Mr. Breese

PACIFIC COAST—By Frank Breese

Supply Surplus May Bring California Conservation Law

Since the first of the year, the oil conservation question has developed into an important issue in the California oil industry.

Interest in this matter has been whipped up by the Oil Producers Agency of California, which has taken the lead in sponsoring oil conservation legislation. Although this is primarily an academic question for men in the marketing end of the industry, the considerations are fairly interesting, since this shows signs of becoming a controversial issue.

Sponsors contend that the mounting surpluses are creating a dangerous situation, and that emergency action is necessary. Therefore, they hope to have a measure in shape before the state legislature meets in a special budget session this month. Advocates believe that passage or rejection of this bill will be the biggest single factor affecting the economics of California's petroleum industry this year.

L. A. Cranson, president of the Producers Agency and executive vice president of Honolulu Oil Corp., is leading the drive for the legislation. In letters to California newspaper publishers, Mr. Cranson derides the impotency of voluntary conservation and urges them to support his proposals.

"As a recent and single example of what has happened, is happening and can continue to happen in California," writes Mr. Cranson, "we have seen the unregulated competitive development of a new field, Placerita Canyon, near Newhall, where only about 25% of the oil in the structure, estimated by the State Division of Oil and Gas at 60,000,000 bbls., will be recovered because of the 'boom and bust' methods employed. In addition to the loss in ultimate recovery of oil, 10,000,000,000 cubic feet of natural gas will be blown to the air; that gas contains approximately 12,500,000 gals. of gasoline, none of which will ever help a California driver to get to his job.

"This example is sufficient to reveal a principal weakness which has characterized the voluntary program since its inception more than 20 years ago. Now, however, that weakness is accentuated because, with the Federal government evidencing deep suspicion of its aims, producers who have been the strongest supporters now hesitate to continue their participation. That fact is one which has been most persuasive in creating almost complete unanimity of agreement within the industry that state oil conservation legislation is essential."

Vigorous opposition to control measures has been sounded by E. G. Starr, president of Univerzal Consolidated and treasurer of the Independent Petroleum and Consumers Assn.

"Any ills suffered or threatened the oil industry are being caused by the unfair importation of between 700,000 and 800,000 b/d of foreign oil into this country by just a few large, integrated companies.

"In my opinion, such a law would be a weapon for destroying the small independent producers, the stripper well operators, the small refiners and independently owned service stations," Mr. Starr stated.

* * *

With cuts ranging from 0.5c to 3c a gallon, the California gasoline price war has reached a point where virtually all stations in metropolitan Los Angeles are affected, even though a majority appear to be holding to their old prices.

Suppliers have been giving lessees some relief by granting "competitive allowances" and rebates. But so far the tank wagon prices have remained unchanged.

* * *

Dan Lundberg, executive secretary of the Serve Yourself Gasoline Stations Association, Inc., believes that the majors are in the preliminary phase of entering multiple-pump, and probably self-service, operations and are going to let three-pump dealers dry up with their pumps.

"Several majors are already 'experimenting' with self-serves, or multiple-pump layouts," Mr. Lundberg told NATIONAL PETROLEUM NEWS. "There is a Shell self-serve and an Associated self-serve, both lessee-operated. A multiple-pump Chevron station is being built in Arcadia (Los Angeles County). At least two other majors are scouting for sites, one to build a self-service station and the other a multiple-pump station.

"They realize that self-service isn't a fad but is a cheap form of distribution. They're learning the lesson of the super-markets. I think they realize three-pump stations are as outdated as the corner grocery-shop and are doomed by a new kind of merchandising. Therefore, they are letting price-cutting do what they never could do officially. They're going to let the inefficient dealers die out.

"As the majors withdraw from their impractical agreements with small operators, they will gradually get into serve-self. Now it's majors vs. self-serve vs. dealers. In the future it will be major multiple-pump and self-serve vs. independent self-serves."

* * *

Many lessees are bewildered about the actual results of price-cutting. At a recent meeting of the Los Angeles Service Station Dealers Assn., some lessees reported that they had not increased gallonage even after cutting their retail prices. Others who had stuck to their prices reported no big drop in gallonage.

J. David Sterling, president of Eagle Oil and Refining Co., which supplies a number of independent Eagle stations in California, urged operators to ignore price-cutting.

"They say we're in a gasoline war," he said. "Let's stay neutral and get hurt as little as possible. We sincerely advise you not to meet prices if you can't make a profit. We want you to stay in business."

H. C. Smith . . . Professor, Engineer and Now Head Of American Oil Co.

Missouri native, former Michigan student and civil engineering instructor, and Oklahoma highway engineer —H. C. Smith now holds office in New York City as new president of American Oil Co. and its two affiliates, Lord Baltimore Filling Stations, Inc., and Mexican Petroleum Corp.

His cross-country habits have not been curbed entirely, however, for "whenever business activities permit" Mr. Smith can be found supervising activities on the Leon Stock Farm, located outside Tallahassee, Fla. Although his stock-breeding work theoretically is a hobby, Mr. Smith is sincerely interested in "the development of the Florida cattle business, which forward step is now receiving considerable favorable publicity."

Mr. Smith did not actually enter the oil industry until joining Mexican Petroleum Corp. in 1927 as asphalt salesman, but all his work since leaving college in 1915 had been closely related to application of oil industry products.

A native of Jackson County, Mo., he received a degree as Bachelor of Arts (Economics) from the University of Michigan in 1913 and remained there to earn a degree as Bachelor in Civil Engineering in 1915. For the following five years, Mr. Smith served successively as: civil engineering instructor at University of Oklahoma, Oklahoma City consulting engineer and Deputy State Highway Engineer. He then returned to Michigan U. to complete requirements for his Master's Degree in 1921 and continued there as assistant professor of civil engineering until 1923.

For the next four years previous to joining the Pan American Petroleum & Transport Co., Inc., group, Mr. Smith served as manager of the Western Branch, Asphalt Institute. Following his six-year tenure as asphalt salesman for Mexican Petroleum, Mr. Smith was elevated to manager of the Asphalt Division in 1933. In 1947 he was named vice president of the three companies whose leadership he assumed last December as president.

Mr. Smith points out that his relationship with oil refining and research was more close than his asphalt sales background might indicate, because Pan American companies "operate with very close co-operation between manufacturing and sales." In fact, he adds, one of the research laboratories has been under his direct control for a considerable period, and when named vice president in 1947, his field was broadened to cover the sales end of all petroleum products.

Married since 1915 to Bertha Hoheisel, Mr. Smith is the father of two sons—Joseph, 33, and Herschel, 27. He serves on API's Marketing Division and, outside the industry, is active with: Scarsdale (N. Y.) Golf Club, Masons (32nd degree), Shrine, Delta Phi Fraternity, Tau Beta Pi and Sigma Xi.

NATIONAL PETROLEUM NEWS

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House Leader Asks FTC Investigation Of Oil Industry at Demand of Co-op

Cannon Acts on Complaint of Missouri Farmer Assn.: Voorhis Charges Co-ops Are Only 'Real Independents'

(This article, reporting and interpreting two actions of co-operatives against the oil industry, takes the place of the editorial in this week's NATIONAL PETROLEUM NEWS.)

By PAUL WOLLSTADT
NPN News Editor

Co-operatives shot two bitter blasts at the oil industry in Washington last week. And as a result of the week's developments, the industry faced the possibility that two investigations affecting oil and the co-ops would be conducted by the Federal Trade Commission of which John Carson, former co-op association official, is now a member.

Aroused by a complaint from the Missouri Farmer Assn., a refining-marketing co-op, Chairman Cannon of the House Appropriations Committee, a Democrat from Missouri, introduced a resolution to appropriate $250,000 for an investigation of all phases of the oil industry by the Federal Trade Commission. Then from his position of power in Congress, Chairman Cannon assailed the industry as "monopolistic" and the large oil companies as "destroying competition."

An investigation of oil by the Federal Trade Commission was exactly what the Missouri co-op had demanded at its annual meeting in December—just three months after Mr. Carson became a member of the commission. Moreover, the FTC had been further loaded against the private business viewpoint with the appointment last November of James M. Mead, former New Deal senator from New York.

Calls Co-Ops Only Independents

The other co-op assault on the oil industry was made by the former California congressman Jerry Voorhis, who is now with the Co-operative League of the U. S. It was made during Mr. Voorhis' testimony on the proposal of Representative Mason (R., Ill.) to tax co-ops in the same manner as private business.

Mr. Voorhis, in his testimony before the House Ways and Means Committee, said that the controversy over tax equality did not arise "until co-ops became the only real independents in the oil business" and the only "effective competition" in other fields dominated by large companies.

The claim by Mr. Voorhis that the co-ops are the "only real independents in the oil business" appears to be a line which the co-ops will try to use more and more in Congress. This effort to bamboozle Congress and the public ignores the fact that taxpaying Independent marketers and refiners blazed the way for all Independents in the oil industry long before the co-ops gave oil any thought, that Independents fought for years for better freight rates, better marketing conditions and for the establishment of themselves as vital competitive factors in the industry.

Co-ops Grew with Taxes

This claim ignores also that co-ops did not really start to grow until taxes of their competitors became so high that the co-op tax advantages represented a substantial subsidy and a source of capital funds without the expense of going through the channels of ordinary financing. Further, it ignores the fact that a number of producing and refining properties bought by co-ops would never have been sold by their private owners if those private owners had had the tax exemptions enjoyed by the co-ops.

During Mr. Voorhis' testimony in defense of present tax laws and Treasury Department regulations favoring co-ops, Chairman Doughton (D., N. C.) suggested that the whole matter of co-op tax privileges should be investigated, probably by the FTC. Mr. Voorhis, with whom FTC Commissioner Carson was formerly associated in the Co-operative League of the U. S., declared that he and all co-ops "would welcome" such a study. (For further details on the House Ways and Means Committee hearing on co-op taxes, see separate story on page 15.)

Covers Whole Industry

The investigation resolution tossed into the House hopper by Cannon at the behest of the Missouri co-op covers every phase of the oil industry. It presumably would get into the economics of petroleum product distribution, among other things.

The complaining co-op owns two small refineries, one at Chanute, Kans., which it bought in 1943 from the Petroleum Products Co., and the other at Memphis, Tenn., which it bought in 1948 from the Delta Refining Co.

These refineries, NATIONAL PETROLEUM NEWS learned, have been especially hard hit in the past year when the crude and product price structures generally have been unfavorable to the refining branch of the industry. The fact that these refineries have not produced the profits expected of them presumably led to the resolution passed by the Missouri co-op and echoed by Representative Cannon.

R. A. Young, manager of the MFA Oil Co., the oil refining co-op affiliated with the Missouri Farmer Assn., told NPN this week:

"The whole thing grows out of the squeeze on Independent and co-operative refineries which has been in progress for more than a year. I don't know of any Independents or co-operatives who have not been consistently losing money on their refinery operations during the past year."

No Support from Independents

Though private operators of small refineries have had to contend with the same price structure—and without

benefit of tax advantages—the recently-organized Independent Refiners Assn. of America has not registered any complaint in Congress. Harry Leyendecker, president of this refiner association, told NPN this week:

"As a matter of fact, we are opposed to any government investigation of the oil industry based on the present blight on Independent refineries until the Independents have had adequate time to try to solve their problems within the industry. We are confident we can work out our problems within the industry—without the aid of any political party."

Representative Cannon's office said that "a lot of co-ops and smaller refineries" are behind his proposal for the FTC investigation, but none of the small refineries were named.

In his statement, Representative Cannon called for adoption of his resolution in order "to protect the Independent refineries which are the last bulwark for the protection of the public in the oil industry."

Co-Ops Not Mentioned

Though the Cannon resolution was obviously inspired by the Missouri co-op, it does not mention co-operatives at any point. (The full text appears on this page.) Instead it is paraded as a defense of "small and Independent refiners and marketers of petroleum products".

Representative Cannon, while speaking solicitude for the Independent marketer in his resolution and statement, is defying the jobbers of his own state when he acts on behalf of the co-ops. The Missouri Petroleum Assn., an organization of Independent jobbers, passed a strong resolution against co-op tax privileges at its 1948 convention (see NPN March 24, 1948, p. 39.)

In Representative Cannon's neighboring state of Iowa, the Iowa Independent Oil Jobbers Assn. has taken preliminary action toward converting into co-op so as to save their businesses by getting the same tax privileges as their co-op competitors. At the Iowa jobber convention last week, the association directors said that they are still planning this move, but are holding it in abeyance to await action by Congress on tax equality.

Without submitting any proof, Representative Cannon asserted in his statement that it has been charged that 150 Independent refineries have been forced to close down and numerous other Independent refiners have been compelled to drastically curtail production." The figure of 150 would be about 60% of the total number of non-major company refineries in the country.

Conviction Before the Trial

Representative Cannon's resolution and statement "convict" the oil industry before the trial. They declare flatly that the oil industry engages in "monopolistic practices," that the large companies are "destroying competition," that crude prices are "arbitrary," that Congress should take action "to protect and preserve the oil resources and reserves for the benefit of the general public."

He asserted in his statement that "a small handful of major oil companies own or control 83% of the crude oil reserves in America," adding:

"Not only do these few oil companies own or control practically all of the crude oil resources of this country, but in addition, they control the import into this country of foreign crude oil.

"By reason of their ownership of the crude oil resources together with a high percentage of the refining, retailing and marketing systems, including pipe line and transportation systems, these major oil companies are destroying competition in the oil industry."

Representative Cannon's resolution calls for the Federal Trade Commission to look into prices, integration, depletion tax allowances and state conservation regulation. By inference, he accuses the state conservation commissioners of working hand-in-glove with the major oil companies to maintain high crude oil prices.

May Have Administration Backing

The nature of his attack suggests that perhaps the administration either has swung behind it, or will, in a new effort to grab control of oil conservation for the federal government, such as was done in 1939 when Representative Cole (D., Md.) introduced a bill for this purpose.

At the Federal Trade Commission, a top official of the agency told NATIONAL PETROLEUM NEWS that FTC was not sponsoring the Cannon resolution, but added that it was unlikely that FTC would "kick $250,000 in the face."

FTC already has under way an investigation of alleged petroleum cartels operating abroad and has subpoenaed records of three major oil companies. It was considered doubtful that Commissioner Carson would disqualify himself from this case, as co-ops in the United States long have been trying to get a place in the international oil picture without making any investment of their own.

The only reason given by Representative Cannon for having the FTC make the investigation is that FTC "as the economic council to the Congress is best suited" to handle it. Even that portion of Mr. Cannon's statement did not mention the co-op sponsorship of his resolution.

The resolution was referred to the House Commerce (Crosser) Committee, where an oil subcommittee, headed by Rep. Harris (D., Ark.) already is conducting an oil investigation aimed broadly at establishing a "national petroleum policy."

The Commerce Committee could kill the Cannon resolution by pigeonholing it on the grounds that the committee already is making an investigation of its own.

Text of Cannon Resolution Introduced in House

WASHINGTON—Following is text of oil-investigation resolution (H. J. Res. 423) introduced in House by Rep. Cannon (D., Mo.) and referred for consideration to House Commerce (Crosser) Committee:

BE IT RESOLVED,

THAT the Federal Trade Commission be authorized and directed to make a full and complete study and investigation to discover and determine all the facts essential to the determination by the Congress of the United States of a national policy for the conservation, production, transportation, refinement, and distribution of petroleum products of every kind and nature, and

THAT in complying with this directive, the Federal Trade Commission shall make a full and complete investigation of the oil industry, including the ownership and control of property and facilities for the production, transportation, refining, and distribution of petroleum products, and

THAT the Federal Trade Commission shall specifically determine whether monopolistic practices current in the oil industry adversely affect the public welfare and whether integration in the oil industry has destroyed or tended to destroy competition or limit or eliminate small and Independent refiners and marketers of petroleum products, and

THAT the Federal Trade Commission shall specifically determine the effect of the Interstate Oil Compact as heretofore approved by the Congress of the United States and the administration of such Compact by the Interstate Oil Compact Commission upon the public welfare, and whether the acts of state proration boards or commissions or other agencies having authority under so-called "oil conservation acts" have resulted in the fixing of prices or the control of prices, and whether officials of such boards or commissions had reason to believe that their acts were affecting prices of petroleum products, and

THAT the Federal Trade Commission shall specifically determine whether the percentage depletion allowance in the production of crude oil is exorbitant and unreasonable and whether such percentage depletion allowance has operated in the interest of the general public, and

THAT the Federal Trade Commis-

sion shall determine the extent to which corporations organized in the United States, or individual citizens of the United States, own petroleum resources outside the United States, and whether there are any relations of any kind between such owners, and whether such international ownership or any activity associated with such ownership results in understanding as to the control of supplies of petroleum products and control of prices of petroleum products or controls of any kind commonly associated with cartels and their operations, and

THAT the Federal Trade Commission shall specifically determine whether there exists any intercorporate or other relations between the owners of property and facilities for the production, transportation, refining, and distribution of petroleum products, and associated industrial organizations and financial or credit organizations of any and all kinds, and

THAT the Federal Trade Commission shall, from time to time, hold public hearings to give every opportunity to persons interested in the development of such a national oil policy to be heard, and the commission shall be authorized to request any pertinent data had by any other agency of the United States Government, and that other agencies of the United States Government shall, on request from the Commission, assign such personnel to aid the Commission as it may request so that the Commission shall not duplicate work already done by other agencies of the government and shall be thus enabled to make a full and complete report to the Congress of the United States at the earliest possible date, and

THAT the Federal Trade Commission shall, from time to time, and at periods of not longer than three months, report to the Congress of the United States any vital facts which it has developed and any proposals of an emergency nature it wishes to make to the Congress of the United States, and

THAT the Federal Trade Commission shall, upon the conclusion of its investigation make a final report to the Congress of the United States, including recommendations as to the actions to be taken by the Congress to protect and preserve the public welfare and which are necessary to protect and preserve the oil resources and reserves of the United States for the benefit of the general public, and recommendations as to necessary laws, statutes, and enforcement policies which will insure that no citizen, or group of citizens, shall, through the ownership of natural oil resources and reserves or property, facilities and installations for the production, transportation, refining, and distribution of petroleum products or any other property associated with the oil industry, adversely influence or control the economic welfare of the United States or any of its citizens or group of citizens, and

THAT there is hereby authorized to be appropriated to the Federal Trade Commission for the purposes of completing this investigation the sum of $250,000.

Co-Op Tax Issue in Doubt Following Blast by Oil Men

10,000,000 Farm Votes Are Seen as Offsetting Private Industry Advantage at House Hearings

By NPN Staff Writers

WASHINGTON—A strong case for tightening of the co-op tax laws was made here by Independent oil jobbers and other private businessmen during two-day hearings concluded on Feb. 23 before the House Ways and Means Committee.

That the small business' plea for "equalizing competition" fell upon at least somewhat sympathetic committee ears was evident from the line of questioning directed to witnesses by both Republican and Democratic committee members. However, one guess is as good as another as to how heavily this evidence will weigh against the political force exerted by some 10,000,000 co-op members, plus President Truman, Agriculture Secretary Brannan and company.

The time factor, also, threatens to prevent the committee from probing the co-op question as thoroughly as it might desire. But even though the committee obviously is hard-pressed to prepare a new tax bill as rapidly as possible, questioning from its members indicated that some consideration will be given to:

(1) Limiting the non-farm-related activities of co-ops; and (2) Laying down stricter regulations governing payment and tax liability of patronage dividends.

'Compromise' Bill Offered

These points, incidentally, were quite thoroughly covered in a bill introduced last week by Rep. Davis (D., Tenn.) on the eve of the co-op hearings. The Davis bill (H.R. 7343) is similar to one by Rep. Mason (R., Ill.)—H. R. 5064—in that it would tax the business income of co-ops and other tax-exempt organizations. However, Mr. Mason, himself, defines the Davis measure as an attempt at "compromise," in that members of farmer co-ops would be able to deduct from their individual gross incomes, prior to taxation, their proportionate share of the income tax paid by the co-op. The Davis bill also spells out carefully the rules for qualifying as a farmer co-op. It apparently precludes from the tax-refund provision, members of co-ops who stray beyond the farming field.

Also raising doubts as to whether any serious consideration would be given by the tax committee this session to revising co-op regulations, was the suggestion made by Chairman Doughton (D., N. C.) that the entire matter possibly should be relegated for study to "some outside agency like the Federal Trade Commission." Mr. Doughton declared that, because there does not seem to be any "middle road" between co-op thinking and private business complaints, this matter keeps coming up before Congress after Congress.

Jerry Voorhis, co-op witness on the stand at the time of Mr. Doughton's suggestion, agreed that something should be done to resolve the perpetual controversy as to effect of co-op tax benefits on private business and declared that such a study would be "welcomed" by all co-op groups.

Amplifying his answer, Mr. Voorhis asserted that the conflict between private business and co-ops did not become intensified until three or four years ago when "co-ops became the only real Independents in the oil business" and the "only effective competition" in other fields "dominated by large companies." This was challenged, however, by Mr. Mason who suggested that this controversy may have been heightened recently because of pyramiding taxes on private business which have further impaired the competitive position of small business in relation to tax-free co-ops.

Oil Men Testify

Transmitting the Independent oil jobbing industry's complaints against co-ops to Congress were the following: J. Parks Gwaltney, North Carolina Oil Jobbers Assn. and National Oil Jobbers Council; Eric V. Weber, Ohio Petroleum Marketers Assn.; John Harper, Empire State Petroleum Assn.; and Ernest Peters (accompanied by past president I. F. Carnes), Iowa Independent Oil Jobbers Assn.

Summarizing jobber sentiments, Mr. Weber declared:

"In no fields have co-ops been more active than in the oil industry. Some time ago a publication of the U. S. Bureau of Labor Statistics listed some 4,500 local consumer co-opera-

Comparing notes prior to opening of co-op hearings are six oil men who participated in proceedings. Left to right are: Marvin Fowler of North Carolina Oil Jobbers Assn.'s Consignment Distributors Section. I. F. Carnes and Ernest Peters of Iowa Independent Oil Jobbers Assn., John Harper of Empire State Petroleum Assn., J. Parks Gwaltney of North Carolina Oil Jobbers Assn. and Eric V. Weber of Ohio Petroleum Marketers Assn.

tive organizations in 62 different fields of activity, 54% of such co-ops handling gasoline and a similar percentage handling other types of petroleum products.

"In Ohio, the co-op Farm Bureau has bought the Louisville Refining Co., whose products it markets in our state in competition with our taxpaying enterprises included in the membership of the association which I represent.

". . . We are not here asking to tax co-ops out of business. We are only asking that our competitors be required to do business under the same rules under which we are forced to operate and to pay the same federal taxes which we are required to pay."

Mr. Weber also pointed out that co-ops enjoy additional advantages over private business since they are exempt from restrictions of the Security and Exchange Act in floating of stock issues, from the Clayton Act prohibiting monopolistic practices, from the Robinson-Patman Act prohibiting payment of rebates and discounts, and are able to borrow money from various government agencies "at much less than prevailing rates of interest charged on loans by commercial banks."

Here is how other oil jobber spokesmen bolstered Mr. Weber's co-op opposition:

Mr. Gwaltney declared that "hundreds" of oil jobbers, "especially in the Middle West, are today faced with bankruptcy due to loss of all farm accounts to the tax-exempt co-ops." Whether or not co-ops are in competition with jobbers in other parts of the country, he added, "we have to pay the amount of tax they fail to pay."

Speaking also for the jobber council, Mr. Harper asserted that neither it nor the New York jobbers were "anti co-operative" but believed that they "should be taxed and should not enjoy any special tax exemption."

Jobbers Consider Going Co-op

Mr. Peters, representing Iowa jobbers, reiterated that "unless this unjust and unfair advantage the co-ops now enjoy is removed and corrected, the Independent oil marketer will have no other choice, but to use the same loopholes in our tax laws and re-organize our business on the same basis . . ."

"The threat to change over . . . is not a threat at all," he added, "but is a means of saving our existence and keeping us competitive . . . We do not believe . . . it is the right answer to go co-op . . . We do hope that this session of Congress will correct the inequality that exists in our tax laws with reference to co-ops."

Co-ops became active in the oil marketing field in southern Minnesota about 1925, Mr. Peters said, and his company finally disposed of its bulk plant about 1931 "in view of the fact that co-ops were organizing in that territory and we were convinced that in doing business with the farmers it would be impossible for us to make the business pay.

"That judgment proved correct," Peters added, "when an Independent who purchased one of our plants was forced out of business after about five years of operation."

Probably the most impressive testimony, by virtue of political stature, submitted on behalf of the co-ops came from Rep. Patman, chairman of the House Small Business Committee, who conceded that there are "several" fields of business where "farmer" co-ops compete with private small business—fertilizers, farm machinery, etc. But, he asserted, the volume of business in those limited fields is so small that, even if they were taxed on business income, "it is doubtful if revenues received would pay the cost of administering the law."

Under questioning from Mr. Mason, the Texas Democrat said he was "not familiar" with the oil operations of Consumers Co-operative Assn., Kansas City. Mr. Mason reminded Mr. Patman that courts have held that the refinery, oil well and transportation activities of CCA were "merely incidental" to handling of farm supplies.

"This," Mr. Mason declared, "is the type of thing this committee has got to stop."

National Tax Equality Assn. drew a severe buffeting from Mr. Patman and from Ways and Means member, Rep. Dingell (D., Mich.) The former had released, a day before the hearings opened, a report branding NTEA, among other groups, as not representative of small business. He testified before the committee that only a "little grain of truth" in NTEA literature saves association leaders from jail sentences "for using the mails to defraud."

Mr. Dingell, apparently referring to the overflow audience which filled the hearing room and twice broke in-

to loud applause following declaration for tax equality, said these activities were "probably organized by some fly-by-night outfit . . .and probably weaned me away from supporting" proposals that they submitted.

Later, however, Mr. Dingell, along with Rep. Camp (D., Ga.), pledged support of "bona fide farmer co-operatives" but opposition to "chiselers posing as farmer co-ops."

In addition to the oil jobbers, the co-op opposition slate included: Elton Kile and A. W. Carpenter, National Tax Equality Assn.; G. M. Lester, National Tax Equality Assn.; Russell Selkerk, New York Associated Businessmen; P. L. Linn, Ohio farmer; and spokesmen for National Retail Hardware Assn., Independent Livestock Marketing Assn., National Retail Lumber Dealers Assn., and U. S. Wholesale Grocers Assn.

Co-op proponents, in addition to Mr. Voorhis and Rep. Patman, included spokesmen for: National Council of Farmer Co-operatives, American Farm Bureau Federation, North Carolina State Grange, National Farmers Union, National Rural Electrification Co-operative Assn., plus Earl Wisdom of Des Moines.

Skelly Plans Capitalization

TULSA—Skelly Oil Co. management is awaiting stockholders' approval of a plan under which it would capitalize a portion of capital surplus and earned surplus so as to bring the capital stock account "into a more realistic proportion to the need and growth of the company's operations and to the amount of capital permanently required for carrying on its business," according to President W. G. Skelly.

Company stockholders will vote April 5 on a plan under which authorized common stock would be increased from 1,400,000 shares of $15 par value to 3,000,000 shares of $25 par value.

Oil Rail Rate Probe Asked For Pacific Northwest

WASHINGTON — Pacific Inland Tariff Bureau, Inc., Portland, Oreg., has petitioned Interstate Commerce Commission for a general investigation of rail rates on petroleum products, in bulk, in the Pacific Northwest.

The Bureau also asked suspension of proposed reduced rail rates on petroleum products, in tank cars, between Portland and Umatilla, Oreg., and points in Oregon and Idaho, published by the Union Pacific Railroad to become effective March 1. The reductions, it said, were in most instances below minimum rates prescribed by formula.

In proposing a general investigation, the bureau told ICC it appeared that Union Pacific is attempting to establish from tidewater origin points in Oregon and Washington rates based on "substantially the same formula or factors" it has used in recently establishing rates out of Salt Lake City to meet competition of California Standard's new pipe line to Evans, Idaho.

The Bureau said this could lead to the destruction of all formulas for measurement of reasonable rates for bulk petroleum in the Northwest.

ICC Suspends Tariffs

ICC has suspended for investigation operation of the following motor carrier tariffs:

1. Until Sept. 19—Tariffs published by R. B. Wilson, Denver, proposing new joint truck commodity rates on various petroleum products, in tank trucks, from Casper, Evansville, and Glenrock, Wyo., to 55 points in Montana.

2. Until Sept. 20—Tariffs proposing establishment of commodity rates in lieu of higher class rates on petroleum or petroleum products and other articles, minimum 30,000 lbs., from Casper, Wyo., to certain Minnesota points. Proposed rates, published by Middlewest Motor Freight Bureau, Kansas City, would be 86c per 100 lbs. to Duluth, and 78c to Minneapolis and St. Paul.

Freight rate reductions made effective last week by the Freight Traffic Committee of the Eastern Railroads on lubricating oil, greases and certain other products in carload packages will amount to about 9-10% within the Eastern Territory and about 18-20% between the Eastern and Southern Territories, National Petroleum Assn. reported this week.

Association said the reductions are similar to those recently made effective on such products in tank cars.

Audience occupied every available seat reserved for them during opening minutes of the co-op hearings while listening to testimony of Elton Kile, president of National Associated Businessmen Inc. Later the committee's bench was filled by 20 of the 25 members—thought to be the largest total since opening of tax hearings this month—and overflow audience, estimated at upwards of 300, lined the back and side walls

Iowa Jobbers Hold Off Co-Op Plans; Wait Congress Tax Equality Action

By LEONARD CASTLE
NPN Staff Writer

DES MOINES—Iowa Independent Oil Jobbers Assn. has decided to wait to determine what Congress does about tax equality before proceeding with plans to convert the association into a statewide co-op.

Association directors, meeting at the 13th annual convention of the Iowa jobbers Feb. 21-23, emphasized, however, that they have not abandoned the plan to go co-op, but are merely holding it in abeyance.

Continuing the battle for tax equality which it has spearheaded, the Iowa association dispatched telegrams to the House Ways and Means Committee and Rep. Noah Mason (R., Ill.), asking favorable committee action on Mr. Mason's bill to tax co-operatives on an equal basis with private enterprise. The telegrams were dispatched as two directors of the association, I. F. Carnes of Clinton and Ernest Peters of Cresco, were waiting in Washington to testify before the committee in behalf of the Mason measure.

The association also voted to telegraph the Senate Finance Committee opposing enactment of the Social Security Bill (H. R. 6000) on grounds that, as presently written, it classifies service station lessees and bulk plant operators as employes of their supplying companies.

Jobbers Hear Speakers

Among those addressing the convention was R. F. Baity, vice president of sales for Standard Oil Co. (Indiana), who stated that Standard's new pricing policy has put the company "in a position to compete sensibly with other suppliers."

Last Sept. 12, Indiana Standard abandoned its traditional Group 3 method of pricing and established a new system based on local economic and competitive factors.

Also speaking at the 13th annual convention of the Iowa jobbers Feb. 21-23 was W. H. Garbade, president of Deep Rock Oil Corp., who declared that "The costs of marketing petroleum products are far too high when we consider the improvements in efficiency which are now available to the entire industry."

These improvements he listed as larger trucking equipment, better routing, reduced number of filling stations, larger deliveries and reduced number of bulk plants.

Mr. Baity declared that Indiana Standard's new pricing policy "provides an opportunity for the good hard competition that is the mark of American business."

"Such a method puts a premium on salesmanship and service to the public—and there isn't anyone here today who doesn't believe in this kind of competition," he said. "If there is, he surely picked the wrong business to get into.

"Our policy is to offer the public petroleum products at the lowest practicable prices. But, these prices must allow a reasonable profit. If not, how will we stay in business? I think that point is important because the public, in addition to being our market, is our judge and jury."

Mr. Baity explained that Indiana Standard started using Group 3 pricing in the early '30s because a substantial share of the company's competition came by rail from the vicinity of Tulsa, but never applied the method rigidly. Departures from Group 3 pricing became more numerous, he said, as lower cost transportation was made available, as new producing areas were discovered and new refineries were built.

Calls Group 3 Outmoded

"It is today an outmoded method," he declared.

Answering a recent statement by John L. Bero of Duluth, chairman of the National Oil Jobbers Council, that "the obvious result" of the company's new pricing method "is that economic conditions existing within each bulk plant area will henceforth determine prices in this area. . .," Mr. Baity said:

"Economic conditions in bulk plant areas are, of course, a very important element in determining prices. However, the prices of our products also reflect the price of crude oil and the cost of transporting and manufacturing it. All of our costs have to be part of the ultimate price of our products.

"It takes teamwork to put the jigsaw puzzle of prices together so that we can get a clear picture. It is our sales management policy to operate from the bottom to the top as well as from the top down. It is our constant effort, as it must be yours, to give customers dependable service and an assured supply at a fair price.

"Our general office in Chicago serves partly as a clearing house for information," Mr. Baity explained. "From the fields comes the vital information on supply and demand. This information is turned over to other departments for suitable action. The eyes in the fields see conditions; the hands and feet take action. It's as simple as that, in a broad sense. You, as jobbers, work the same way. You see conditions of supply and demand and take action accordingly—to serve your customers better."

Garbade Warns Jobbers on Costs

Mr. Garbade told the Iowa jobbers that he would be seriously remiss if he failed to call attention to the "vicious challenge" confronting every jobber. Margins, he pointed out, are a cost of doing business.

"Many of you have modernized your plants and reduced your costs to levels well below those of your competitors," he said. "Many others continue to exist only by virtue of long margins. Some have already begun to fold under the first effects of a return to normal price competition. To drive home the size of a two cents a gallon margin, I call your attention to a few simple comparisons:

"Two cents a gallon is twice as much as it costs to take a barrel of crude oil, distill it, and run all of its products through the hundreds of processes in a modern refinery.

"Two cents a gallon is four times as much as it costs to ship gasoline from Houston, Texas, to Portland, Maine.

"Two cents a gallon is a 20% markup on the price of the raw materials—ex taxes.

"Strictly from the standpoint of handling and distributing products from terminal to ultimate consumer, many a large company in the oil business can do this job at a lower cost than the prevailing jobber's margin," Mr. Garbade said.

"Your advantage is at the local level and in the cost of selling as such. The jobber is the home town boy making good. He is a member of all the local groups, and he participates not only in the privileges but also in the responsibilities of his community. In this field, he has no effective competition from the local salaried representative of the major company."

Deep Rock, when confronted recently with the choice of whether to market direct or through jobbers, carefully weighed all these factors, he said, and decided that neither salary nor commission will ever be a substitute for profit. It is only the independent businessman who will have a sufficient incentive to do a big job in his local community, he declared.

This was the reason, Mr. Garbade explained, that Deep Rock decided to convert its direct marketing to a jobber operation.

"We predict," he said, "that enlightened jobbers will soon be as accepted a part of integrated company

operations as the Independent dealer has become since the Iowa plan (of leasing stations to private operators) was adopted in 1935. We are proud to have had a part in blazing the trail."

Co-operation Needed—Bock

E. F. Bock of Garner, who was re-elected president of the Iowa association, said in his annual report that Indiana Standard's new pricing policy "puts the pricing of petroleum products squarely in the laps of local jobbers."

"It's pretty much up to you as to how much money you are going to make . . ." he said. "In order to maintain sensible maximum margins it is quite necessary that we all get our feet under the same table to iron out our differences of opinion.

"There must be some give, there cannot be all take, on the part of everyone in this business. It is just good business to get acquainted with our neighbor. He might not be such a bad fellow if you get to know him. Let's practice a little of the Golden Rule and discard the rusty spikes of distrust," Mr. Bock said.

Other speakers at the convention were Jennings Randolph, assistant to the president of Capital Airlines, and William E. Skadden, former executive secretary of the Illinois Welfare Assn.

Oil Men Are Ready to Open Fire on H.R. 6000: Four Slated to Appear at Hearings by Senate

WASHINGTON — Four oil men have been allowed time by the Senate Finance (George) Committee to testify on the hotly contested Social Security Bill (H.R. 6000), which is open to the interpretation that service station and bulk plant lessees and consignment distributors are employes of their major company or jobber suppliers.

Scheduled to testify during three weeks of hearings beginning March 6 are the following, with dates they will appear: Sam M. Weiss, Gulf Oil, Paris, Texas, March 10; M. M. Fowler, Gulf Oil, Durham, N. C., representing North Carolina Oil Jobbers Assn. and its Consignment Distributors' Section, March 15; J. Howard Marshall, Ashland Oil president, and John Dressler, representing New Jersey Gasoline Retailers Assn., both on March 23.

Opposition from the industry continues strong against the measure, which might require lessees and consignment distributors to open their business records to supplier-lessors, and burden suppliers with a first-year bill of $54 in social security taxes for each new "employe." Members of North Carolina Oil Jobbers Assn. are reported by its secretary W. A. Parker "more worked up over the possible threat to their very independence (in H.R. 6000) than over any piece of legislation we have ever known of." National Oil Jobbers Council reports that all state jobber associations are on record as opposing the measure.

Lessors Might Pay More

Companies acting as lessors of service stations and bulk plants might be hit with an added financial burden, under H.R. 6000 since they could be compelled to pay the "employer's" share of social security taxes for lessees and their employes. Under the bill, the rate of tax is set for the first year at 1½% of all earnings up to $3600 for each "employee", with the rate moving automatically to 2% for the second year, and rising to 3¼% by 1970. Thus in actual payments lessors might have to pay $54 for the first year for each lessee and possibly for each lessee's employe. This could increase to $72 for the second year and $117 by 1970.

Among jobber state groups notifying NATIONAL PETROLEUM NEWS of opposition to H.R. 6000 are South Carolina Oil Jobbers Assn. and South Dakota Independent Oil Men's Assn. Telegram from the latter association states:

"We have contacted our senators and representatives asking them to work for the clarification of H.R. 6000 so as not to include service station and bulk plant lessees. Replies received from them indicate that they will co-operate with us in this respect."

For texts of other telegrams from jobber organizations see NPN Feb. 22, p. 16.

N. Y. Bill Would Regulate Gasoline Sales at Retail

ALBANY, N. Y.—A proposal to regulate motor fuel sales by the state tax commission and prohibit sales of gasoline below cost as well as false or misleading advertising has been introduced in the New York Legislature.

The measure (S. 1410 and A. 1825) is backed by several dealer associations and would combine features of both the Michigan below-cost sales act and the New Jersey discount law. It would define cost as inventory price plus the cost of selling at retail, with retail cost to be determined by survey by a "competent authority."

Price per gallon of gasoline would have to be displayed on each pump, and gasoline sold at price posted at the computer. Give-aways when one of the items is gasoline would be banned.

Two other bills introduced in New York state affecting oil marketers are:

1. **S. 1316 and A. 1735**—Would increase tank truck size limits and require that truck tanks larger than 1500 gals. capacity be divided into compartments, none larger than 1200 gals. Bill would also require that every tank and tank compartment over 90 inches long be equipped with baffles.

2. **A. 2364**—Would refund only half the gasoline tax on motor fuel used for non-highway purposes instead of all of the 4c per gal. tax. Chances of the measure are considered poor.

* * *

RICHMOND, Va.—A bill to increase Virginia's weight limit for trucks from the present allowable gross of 50,000 lbs. to 56,800 lbs. has been introduced in the state legislature. The measure (S. 113 and H. 175) would also increase penalties for overloading from the existing 2c-per-lb. fine in some cases to 5c-per-lb.

* * *

NEW YORK—Empire State Petroleum Assn. and Atlantic Coast Oil Conference are on record with New York State Joint Legislative Committee on Highways, Canals and Revenues as opposed to any increase in the state's highway taxes or any new toll or tax on Erie Canal.

Harry B. Hilts, secretary of the associations, completed testimony Feb. 24 that the consumer would bear the ultimate cost of any such levies. The issue was raised by a resolution (170) passed by the legislature last year.

Bill Would Give Retailers 2% Federal Gas Tax Refund

WASHINGTON—Rep. G. A. Smathers, (D., Fla.) has introduced a bill (H.R. 7401) to allow gasoline retailers an automatic 2% refund of federal gasoline taxes, because of evaporation.

The bill, referred to House Ways and Means Committee, reads:

"(a) In the case of a retail dealer in gasoline, there shall be refunded (without interest), with respect to all gasoline purchased by him during any calendar quarter for sale at retail, an amount equal to 2 percentum of the taxes paid on such gasoline under Section 3412 (of Internal Revenue Code), if claim for such refund is filed by the dealer within 60 days after the close of such calendar quarter. Such claim for refund shall be made in such form and manner as the commissioner with the approval of the Secretary may prescribe by regulations."

Two Prospective Low-Priced Cars Draw Largest Crowds at Annual Automobile Show in Chicago

By HOLGER RIDDER
NPN Staff Writer

CHICAGO—Almost a half million people came to view the nine-day annual Chicago Automobile Show at International Amphitheater here (Feb. 18-26), but two displays of two prospective low-cost American cars (Nash's experimental model and Kaiser-Fraser's model) consistently drew the biggest crowds. Both are designed to sell at about $1,000 if or when they are produced.

Crowds viewing both cars were split about even between those who were just curious and those who might be classified as potential buyers. Many of those interviewed by NPN said they were curious and, after seeing the cars, decided they still preferred the higher priced cars, even if it would mean trading cars less frequently.

Others told NPN they definitely were in the market for a car in the $1,000 class and felt that the two shown at the show would fill their needs. A few said they planned to place orders for one or the other car as soon as it came on the market.

A few people said the low cost car, when available, would enable their families to own two cars.

Though interest in both cars was high, there was no definite indication that car owners were changing their buying habits overnight to the extent that they would consider low initial cost and high gasoline mileage ahead of power and large car performance and appearance. That there is a market for the low cost car is evident from the comments of people who viewed the cars. The extent of that market remains to be determined—by Nash on the basis of the returns from its questionnaire which was given to everyone who saw its experimental model, and by Kaiser-Frazer when it actually markets its car, perhaps in July or thereabouts.

The Kaiser-Frazer low-cost car (as yet unnamed) will come in four and six-cylinder two-door five passenger models. Dean Hammond, Kaiser-Fraser chief engineer, told NPN very few specifications have been released for publication to date. The six-cylinder engine probably will be 77 horsepower with the four-cylinder in that range but slightly lower.

The car is expected to deliver 30-35 miles per gallon of gasoline and will cruise at 60-70 miles per hour. Overdrive will be offered as optional equipment. It has not been decided whether automatic transmissions will be offered also as optional equipment.

The Nash experimental model, if Nash decides to produce it, has these specifications:

	Car A	Car B
Cylinders	4	4
Horsepower	About 18	About 36
Maximum speed	60-65 mph	65-70 mph
Transmission	4 speeds forward	3 speeds forward
Miles per gal. of gasoline	45-50	35-40
Wheelbase	84 in.	84 in.
Weight	1350 lbs.	1450 lbs.
Delivered price	About $950	About $1,000

Merger Talks Are Begun By Ashland and Frontier

Special to NPN

BUFFALO—Discussions leading to possible merger of Frontier Oil Refining Co. and Ashland Oil & Refining Co. have been initiated.

Frontier President James Breuil admitted to NPN Feb. 28 that talks considering merger between the two companies had been held, but that "no agreement has been reached." Mr. Breuil added that it is indefinite at this time as to when and if talks will continue.

Frontier, which has more than 100 service stations in western New York State, last year divorced its marketing and refining operations from its production, and organized Breuil Petroleum Corp. to handle the latter. Frontier has a 12,000 b/d refinery at Buffalo.

Senators Scramble to Head Small Business Committee

WASHINGTON—A large number of Democrats are bidding for chairmanship of the new Senate Small Business Committee authorized last week to function during the remainder of this session and throughout 1951 and 1952.

Among those mentioned for chairmanship are Sens. Murray (D., Mont.), a former chairman of the old special committee during previous Democratic administrations; Kefauver (D., Tenn.), who served as member of the House Small Business Committee before his advancement to the Senate; Gillette (D., Iowa), who favors oil divorcement; Holland (D., Fla.), who authored a resolution to create a permanent Small Business group; and Pepper (D., Fla.), who is engaged in a tough fight for re-election.

Appointments to the 13-member and selection of chairman will be made by Vice President Barkley. He reportedly favors naming eight Democrats and five Republicans, while the latter want a seven and six division.

Favorable vote of 55 to 27 to set up the new committee came on a substitute resolution by Sen. Wherry (R., Nebr.) for S. Res. 58. The committee will have only investigative jurisdiction, such as that held by former Special Small Business (Wherry) Committee of the 80th Congress.

In calling for establishment of the new committee, Sen. Wherry asserted that his 80th Congress group had "helped tremendously in the field of petroleum distribution," adding:

"No one can deny that. We persuaded major oil companies to continue distribution to smaller, Independent dealers on the basis of the same quotas as those in effect in prior years." He also noted that the subject of petroleum prices would be "an interesting one" to investigate.

Jensen Heads Tank Truck And Trailer Institute

NPN News Bureau

CHICAGO — John H. Jensen, Quaker City Iron Works, Philadelphia, has been elected 1950 president of National Tank Truck and Trailer Institute.

Other officers elected at institute's annual meeting here Feb. 23-24 include:

Vice president—R. L. Blodgett, Pennsylvania Furnace & Iron Co., Warren, Pa.; treasurer—L. R. Wood, Niles Steel Tank Co., Niles, Mich.

The executive committee of the institute includes the above officers and the following members: T. A. Burress, Heil Co., Milwaukee, and W. M. Gadberry, Columbian Steel Tank Co., Kansas City.

Allan R. Smith was renamed executive secretary.

Annual Meeting Resumed By Maine Oil Marketers

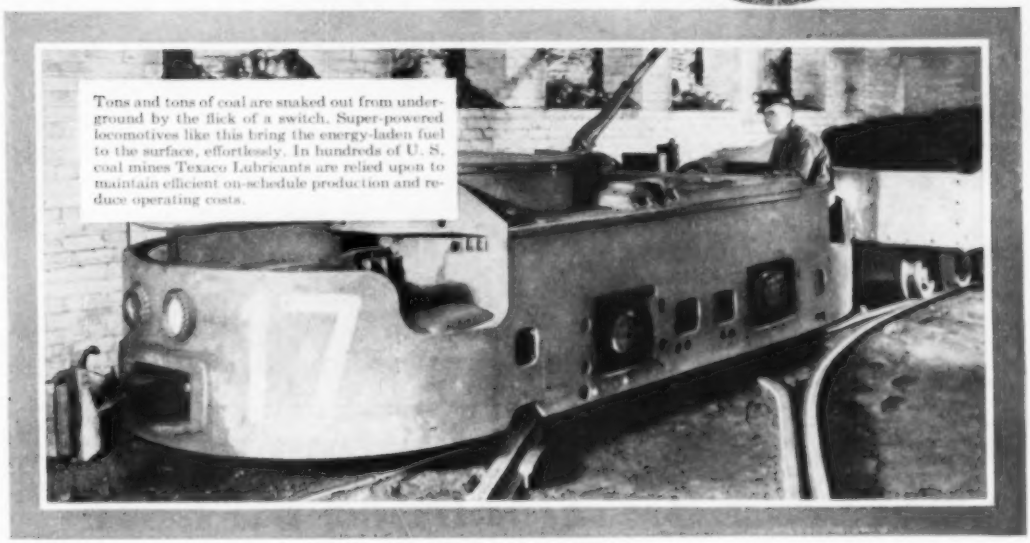
PORTLAND, Me.—With a full-day program featuring several speakers and an equipment exposition here March 24, the Maine Independent Oil Marketers Assn. is resuming its practice—dropped during the war — of having an annual convention. Session will be in the Eastland Hotel.

The association's membership is at an all-time high, and arrangements are being made for addresses touching numerous phases of jobber-distributor activity. Among the topics will be credit and truck operations.

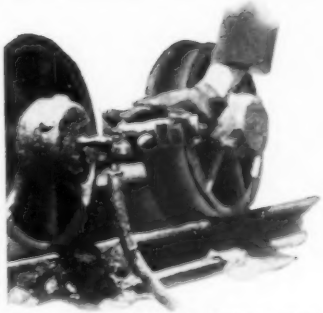
In a luncheon meeting scheduled for March 3 in Bangor at the Windsor Hotel, the association will hear Prof. John B. Calkin of the University of Maine on Industrial Research.

Rx for Aching Backs

Petroleum Progress Serves the Mining Industry



Tons and tons of coal are snaked out from underground by the flick of a switch. Super-powered locomotives like this bring the energy-laden fuel to the surface, effortlessly. In hundreds of U. S. coal mines Texaco Lubricants are relied upon to maintain efficient on-schedule production and reduce operating costs.



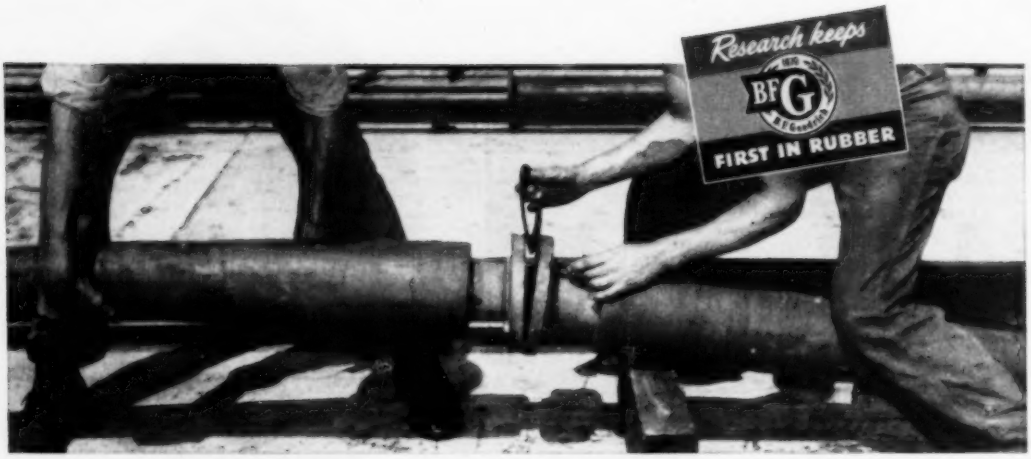
Digging, drilling, loading, hauling—modern mine machinery stands up against abrasive dusts, dirt, heavy loads and harsh conditions—with the aid of good lubrication.

Rugged underground locomotives, loaders, shakers, cutters and other vital equipment speed the mining of coal, ease the load of the miner. Operations beneath the earth's surface are rigorous, call for heavy-duty performance. Petroleum research helped immeasurably in perfecting these machines by providing efficient lubricants. Thus petroleum lends an invaluable helping hand not only to a great industry but to the one other highly developed source of world energy.

THE TEXAS COMPANY

Petroleum Promotes Progress

TEXACO



Man missing in the bottom picture? Not with B. F. Goodrich oil hose

One man does the work of two with new barge-loading hose

COUPLING ordinary hose usually takes from 2 to 6 men. Built-in nipples and flanges take a lot of time and muscle to line up; the whole job is awkward, slow.

But B. F. Goodrich barge-loading oil hose can be easily coupled by one man. Patented Flexseal ends (beaded ends covered with soft rubber) are compressed to form a seal. Split flanges are separate, not a part of the hose. No gaskets at all. Another labor saving: it's 40% lighter than ordinary hose. Two men do the work of four in moving it around. Here's a weight comparison—

342 lbs. vs. 193 lbs.: 20 feet of ordinary 6-inch hose with built-in nipples and flanges would weigh 342 lbs. But the new BFG hose with Flexseal ends weighs only 193 lbs. Weight saving of 149 lbs. for just one length. Same proportion of weight savings in other lengths and sizes. Two men easily carry a length. Not only lighter, but easier to handle, too. Here's why—

Flexible up to 6 to 10 inches from the end: Almost a flange-to-flange freedom of flexing. Compare with ordinary hose that's as stiff as an iron pipe for about 3 feet at each end.

Recommended service: For full vacuum and 100 lb. discharge service. Available in lengths up to 50 ft. Known as Type 725 hose. There's a BFG distributor near you with more description and specifications. Get him on the phone today. *The B. F. Goodrich Company, Industrial and General Products Division, Akron, Ohio.*

Barge-loading oil hose BY

B.F.Goodrich

Lodge Proposes Billion Dollars in Oil Imports As Producers Fight Back with Tariff Demand

WASHINGTON — Young Sen. Henry Cabot Lodge, Jr., of Massachusetts, having breathed fresh life into the controversy, Independent producers and their advocates on Capitol Hill now are eyeing the impending general revenue bill as a vehicle for an initial try at raising U. S. tariff barriers against foreign oil.

First move in that direction was to come this week-end with the appearance before the House Ways and Means Committee of Rep. Gossett (D., Tex.). The congressman planned to urge the tax-writing group to tack onto the new tax legislation it soon will start preparing, a rider that would raise lube oil duties from 2c to 4c per gal. and those on crude and all other products from 10.5c to $1.05 per bbl.

Proposes $1 Billion Imports

It was Sen. Lodge who spurred this move at this time by his surprise suggestion before the Senate Foreign Relations Committee on Feb. 22 that the purchase and importation by the U. S. of a billion dollars worth of sterling oil would be an immediate, effective way of completely wiping out Great Britain's dollar deficit.

Not only would that close the dollar gap—which is a major objective of the Marshall Plan—but, said the senator, it also "in theory at least" would:

1. "Tend to relieve the price situation of the (American) consumer.

2. "Tend to free the coal-consuming areas from dependence on coal and dependency on coal strikes.

3. "Conserve our own oil for a day of national emergency."

While some oil sources here did not think Sen. Lodge would follow through on his proposal, he at least was giving all indications of moving seriously in that direction. Bolstering this impression was the fact that he showed up at the Feb. 28 meeting of the same committee and challenged a witness for the Independent Petroleum Assn. of America by asserting he had a dozen or more "examples" that "showed exactly the opposite" of the IPAA contention that the U. S. has plenty of oil and the world at large a surplus.

Quotes Petroleum Council

As one contrary example he cited declaration in the recent National Petroleum Council report on oil imports that the heavy fuel requirements of the North Atlantic and New England states could not have been met in 1948-49 were it not for imports.

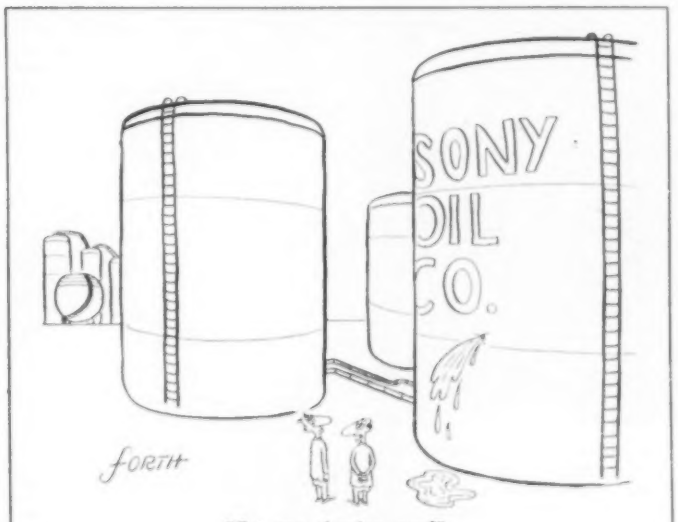
"This is the oil business talking, not me; they say that they couldn't have supplied the East Coast," asserted the senator.

The Massachusetts legislator, on Feb. 22, also was sharply critical of ECA oil purchasing operations, saying that they resulted in an indirect subsidization of the "wonderful, rich, prosperous and privileged oil industry" to the tune of $600 million annually. Instead of buying from American companies, we ought to be encouraging Britain to use more of her own oil, he contended.

To the latter, an official of a U. S. oil company in New York reported he was sure that all U. S. companies with foreign operations would "willingly" forego ECA business in favor of a halt to British "discrimination" against dollar oil.

U. S. Prepares Answer

As to prospects of Britain doing what this and other company representatives want in that direction there was still no sign, however. But the State Department was at work drafting a proposed U. S. position in answer to the dollar oil-sterling oil proposals of the British and hoped to have it ready shortly for circulation among interested government agencies.



"Got any chewing gum?"

OWIU to Make No Demands For Blanket Wage Hikes

DENVER—Oil Workers International Union (CIO) will make no blanket demand on the oil industry for wage increases during 1950, but will press for removal of wage inequities where they are found to exist, President O. A. Knight told NPN Feb. 28.

Mr. Knight said this was the only important change made at a meeting of OWIU's National Policy Committee in Denver Feb. 27 to review the 1949 program.

Committee retained two other principal points:

1. "Return to 36-hour work week, with retention of present day take-home pay," and

2. "Improvement of pensions, with particular emphasis on the securing of vested interest for the employe in funds contributed by the employer and the securing of employe voice in the control of pensions."

Conditional agreement reached between OWIU and Sinclair companies (see Feb. 15 NPN, p. 15) carried clause for "vested right" of employes in pension fund contributions, ranging from 50% for employes with 10 years' service to full 100% after 20 years' service.

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Pure Oil Dedicates New 90,000-Gal. Lube Oil Plant at Nederland, Texas

By NPN Staff Writer

NEDERLAND, Texas—Dedication ceremonies were held Feb. 25 for Pure Oil Co.'s new multi-million dollar lubricants plant which will manufacture the company's new line of "Purelube" motor oils and greases.

An extension of Pure's Smiths Bluff refinery on the Neches River, connecting with the Gulf, the plant is geared to turn out 90,000 gals. of finished oil blending stocks each day. It will manufacture more than 1,000 different products.

Some 600 plant employes and their families sat or stood under a warm Texas sun on the plant's gigantic new concrete pier to hear L. S. Wescoat of Chicago, Pure's president, dedicate the plant as a pledge of "our faith in your future."

During the day, more than 2,500 employes and members of their families toured the plant and on Sunday the big refinery was thrown open for inspection by the general public of Nederland, Beaumont, Port Neches, Port Arthur and other communities in the area.

Participating with Mr. Wescoat in the dedication ceremonies were C. W. Cooper, refinery manager, and James H. Heslar, superintendent of construction and maintenance. W. J. Murray Jr., chairman of the Texas Railroad Commission, was scheduled to speak but was prevented by illness from attending.

Promotion Campaign Planned

The company's new line of motor oils and greases, to be known as "Purelube, the New Tiolene," will be introduced to the public on March 15 with a gigantic newspaper, radio and billboard advertising campaign.

Mr. Wescoat, in his dedication speech, said that the petroleum industry today is faced with two major problems—imports and attacks on the depletion allowance.

"Although The Pure Oil Co. has no production in foreign fields, I can understand the position of other companies which were encouraged by our government to make large investments in exploring and developing foreign fields," he said. "It is my hope that the spirit of fair play which has always characterized the American outlook will find a solution to this problem."

Depletion Tax Allowance Cut Hit

The proposed change in the depletion tax allowance, Mr. Wescoat said, also vitally concerns the nation's ability to remain free in the event of another war. When the U. S. entered the last war we had an excess petroleum capactiy of around 1,000,000 b/d because the industry previously had had the incentives to go out and find the oil, he declared.

"Now, our military leaders want the industry to build up an excess reserve not of 1,000,000 b/d, but 2,000,000 b/d in case of another emergency more sudden and destructive than we ever faced . . .It is at such a moment that the administration at Washington proposes to cut nearly in half the incentive to find oil! In the event of another war we would have neither the time, steel nor manpower to find the necessary oil. . ."

Construction work on the new lubricants plant has been under way for the past three years. The 70-acre tract on which it was built included 26 acres of reclaimed marshland.

Crude oil from the Van Field in Van Zandt County is moved by pipe line at the rate of 20,000 bbls. a day and first charged to the new "Two-Stage" unit which separates the crude into various products: naphthas, kerosine, Diesel fuel, while the heavier materials in the crude are separated further into four basic lube stocks.

Lube Oil Processing Steps

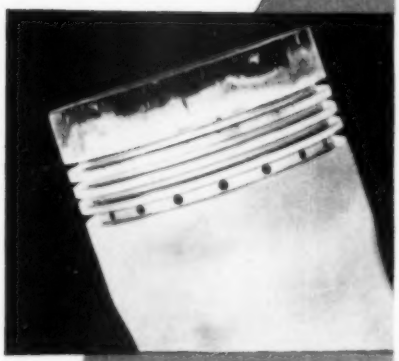
Then begins the processing of the lube stocks. These are the steps they go through: (1) Deasphalting—enough asphalt is removed daily to apply a thick coat to a mile of highway; (2) phenol extraction—here the four basic stocks are treated with phenol to remove any undesirable substances; (3) dewaxing—enough wax is removed daily to fill 150,000 qt. jars; (4) contact treating—here the oil is treated with a specially activated, finely powdered clay to remove any minute particles.

At the new grease, compounding and blending plant, new lube stocks are combined with each other, and with chemicals, fats and other additives, to form Pure's new line of aviation, automotive and industrial lubricants.

View of Pure Oil Co.'s new lubricating oil plant. Tower at left is a phenol solvent extraction unit which has a capacity range from 2,900 to 5,700 b/d. Tower at right is the 2,600 b/d propane deasphalting unit. Heat exchangers are shown in row at lower part of photo. During the dedication last weekend, employes, their families and the general public were conducted on tours through the plant. They were divided into small groups, one of which is shown above

SANTOLUBE HEAVY-DUTY ADDITIVES

give your lubricants top performance at lowest cost



DIESEL ENGINE PISTON

after test run equal to 480 hours of operation, with lubricant improved with Santolube 360.

MONSANTO PETROLEUM ADDITIVES

SANTOPOUR,* SANTOPOUR 6 Pour point depressants.	SANTOLUBE 203-A, 203-A, 520 Motor oil detergents.
SANTOLUBE* 395, 205-X, 398, 394-C Motor oil inhibitors.	INHIBITOR-DETERGENT COMBINATIONS for premium and heavy-duty service.
SANTODEX* Viscosity index improver.	SANTOLUBE* C Rust inhibitor.
SANTOPOID* S, S-R1, 29, 30 Gear lubricant additives to meet requirements of Army Specifications 2-105A and 2-105B.	SANTOLUBE 32 Cutting oil additive.

*Reg. U. S. Pat. Off.

Tractors and "dozers" . . . buses and tractor-trailers. These pachyderms of motordom need superior lubricants . . . the kind you can make with Santolubes 360, 374 or 379 added to suitable base stocks.

These Santolubes are detergent-dispersant, antioxidant-type additives especially developed for heavy-duty lubricants. They keep engine parts clean by minimizing the formation of sludge and varnish deposits under high speed or cold "stop and go" operation. Corrosion is prevented, giving longer life to bearings and other engine parts. These additives are all satisfactory in compounding oils meeting U. S. Army Specifications and have been tested thoroughly both in the laboratory and in field service.

One of these Santolubes should be particularly suited for your base oil blend. Samples for your experimentation will be sent, without charge, upon request. Or, we will assist in the selection of the Santolube best adapted to your base stocks. For details, mail the coupon. MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1744-C South Second St., St. Louis 4, Mo.

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CHEMICALS AND PLASTICS

MONSANTO CHEMICAL COMPANY
Organic Chemicals Division
1744-C South Second Street, St. Louis 4, Missouri

Without cost or obligation, please send the following: ..... Sample and data of Santolube 360; ..... 374; ..... 379; ..... Information on free laboratory service.

Name ..... Title .....

Company .....

Street .....

City ..... Zone ..... State .....

SERVING INDUSTRY . . . WHICH SERVES MANKIND

Careful Dealer Selection, Close Watch On Costs Boosts Independent's Volume

Florida Marketer Builds Gallonage up From 300,000 to Nearly 4 Million Gals. in 5 Years

By PAUL WOLLSTADT
NPN News Editor

Partners in the South Atlantic Oil Co. of Gainesville and Palatka, Fla., are Leo J. Thomas (left), president, and Frank N. Robshaw, secretary-treasurer. Picture was taken in company's office at its terminal at Palatka

South Atlantic Oil Co. of Gainesville and Palatka, Fla., has grown from 300,000 gals. of products in 1944 to nearly 4,000,000 gals. in 1949.

The reasons for this growth, according to Leo J. Thomas, president, and Frank N. Robshaw, secretary-treasurer, are the company's selection of dealers and a close watch on operating costs.

South Atlantic works on the principle that getting a dealer specifically suited to each location is the best way to build permanent and profitable gallonage. The company would rather take a month to find just the right man than to find one who is almost right in a day.

How this has paid off is shown by the example of one town in which South Atlantic has the smallest station in a just-average location, but that station does twice as much gallonage as any other in town—and at a profitable price. Because it has had such success in getting good dealers, the company has only one salaried outlet against 31 dealer stations. The single salary operation is a truck station which was completed only three months ago.

Most of the 31 dealer outlets are either owned by or under lease to

Completed last November by South Atlantic Oil Co. was this truck stop station at Crescent City, Fla. The building has sleeping quarters for 12 truck drivers, two shower rooms and a lunchroom. The lunchroom is leased out, but the rest is operated by South Atlantic. Pumps at extreme right are for Diesel fuel

Whether you haul for a wildcat or a bearcat . . .

NEW INTERNATIONAL TRUCKS

ARE *Heavy-Duty Engineered* TO SAVE YOU MONEY

Heavy-duty engineering for long truck life on tough truck jobs is yours now in every single new International Truck from 4,200 to 90,000 pounds GVW.

That's the same extra value engineering that has kept Internationals first in the sale of heavy-duty trucks for 18 straight years

Cost-conscious, profit-minded heavy-duty truck users have preferred Internationals year after year for only one reason: heavy-duty engineering means that International Truck performance is longer life performance, lower operating and maintenance cost performance.

And now the same management, engineers, test experts, and production men who kept Internationals a tradition in the heavy-duty truck field have developed *every new International Truck*. No matter what size truck you use, there's a heavy-duty engineered International Truck that's right and ready for you!

You'll find new comfort in the new Comfo-Vision Cab

Model for model, here is "the roomiest cab on the road." It gives you new comfort in easy-riding cushions, adjustable seats, controlled ventilation. It gives you full front visibility through a one-piece, scientifically curved Sweepsight windshield.

And comfort is right at your fingertips when you take the sturdy wheel. The entire steering system is engineered for more positive control from a more comfortable position.

You'll get an all-new truck proved under actual operating conditions

"Proved under actual operating conditions" takes in years of time, millions of dollars, countless miles. But these new Internationals took in all those and then some—to give you proved-in-advance performance.

No matter what kinds of roads or loads, climate or conditions your trucks must meet, there's a new International that has been *proved* right for your requirements.

Find out all about that truck from your nearest International Truck Dealer or Branch, soon.

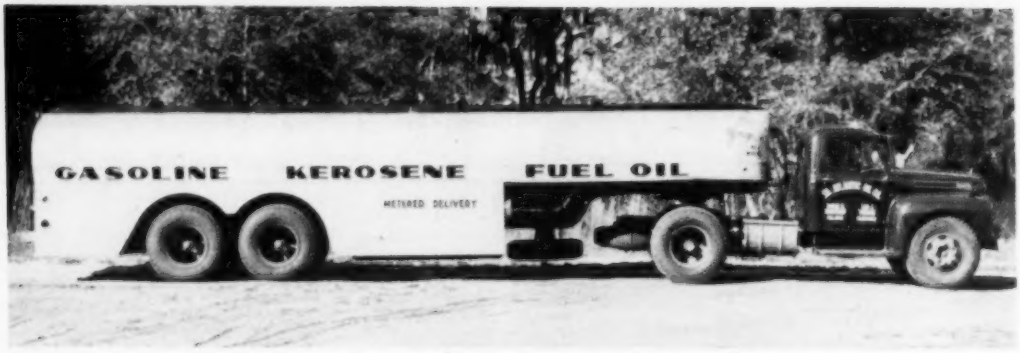
International Harvester Builds
McCormick Farm Equipment and Farmall Tractors
Motor Trucks . . . Industrial Power
Refrigerators and Freezers

Tune in James Melton and "Harvest of Stars"
NBC, Sunday afternoons

ALL NEW, ALL PROVED

INTERNATIONAL TRUCKS

INTERNATIONAL HARVESTER COMPANY CHICAGO



This transport is used to haul gasoline to South Atlantic's retail outlets that are in the larger cities or on the main highways in its territory

South Atlantic. The company is just starting a new station in Gainesville and is leasing another newly-constructed station at Palatka.

To keep costs at a minimum South Atlantic has replaced all but one piece of rolling equipment and practically all service station equipment in the past five years, and has its own shop at its Palatka terminal for equipment maintenance.

South Atlantic, which distributes the Atlantic Refining Co.'s products, moves gasoline and distillates by contract barge down the St. John's River from Atlantic's terminal in Jacksonville to its own terminal in Palatka.

Two transport trucks, one 6,000 gals. and the other 3,500 gals., make direct deliveries of gasoline from the Palatka terminal to all stations that can be served without leaving the main highways. Both are equipped with meters. Four tank wagons distribute gasoline to other stations from the Palatka terminal or from bulk plants at Ocala, Gainesville and Crescent City. The company also has two tank wagons for distillates.

While South Atlantic does not make full-load dumps into stations from its transports, it has sufficient storage in the stations served by the transports to avoid uneconomic hauls.

Mr. Thomas has primary responsibility for sales and headquarters in Gainesville. Mr. Robshaw is interested mainly in operations and his office is at the Palatka terminal.

Though the business now has reached the size where it is "over the hump," the owners continue to give it intensive personal attention. During the Christmas season a combination of days off and illness of employes left one transport idle until Mr. Robshaw hopped into the cab himself and made the necessary deliveries. Mr. Thomas is a morning-until-night salesman.

Began as Shell Agent

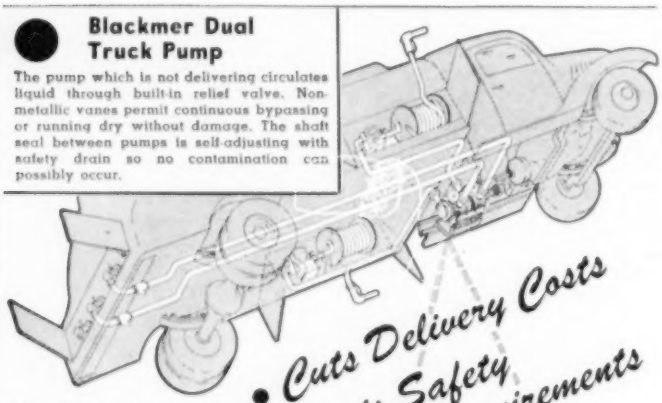
Mr. Thomas started in the oil business in 1930 as Shell agent at Live Oak and Lake City, Fla. He left Shell in 1936 to become general manager for Livingston-Theabut Oil Co. at Jacksonville. In 1944 he went into business for himself, as a partner of J. W. Selph of Ocala. That was the beginning of the South Atlantic Oil Co.

In 1946 South Atlantic took over the Oliver and Garrett Wholesale Oil Co. of Palatka, and at that time Mr. Robshaw joined the firm.

Mr. Robshaw had joined Oliver-Garrett in 1934 as a service station attendant, and was general manager

Blackmer Dual Truck Pump

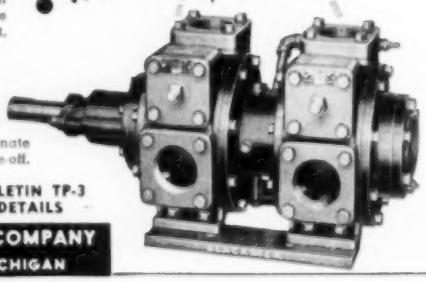
The pump which is not delivering circulates liquid through built-in relief valve. Non-metallic vanes permit continuous bypassing or running dry without damage. The shaft seal between pumps is self-adjusting with safety drain so no contamination can possibly occur.



• Cuts Delivery Costs
• Meets Safety Requirements

Other Blackmer features include: Extra-size, sealed ball bearings. Dripproof vacuum seal construction. Positive pressure control valve. Quiet, sliding vanes.

Single Power Take-Off →



Blackmer dual pumps eliminate expensive dual power take-off.

WRITE FOR NEW BULLETIN TP-3 FOR TRUCK PUMP DETAILS

BLACKMER PUMP COMPANY
GRAND RAPIDS, MICHIGAN

of the firm when it became part of South Atlantic in 1946.

Both partners were born in the section of Florida their company serves. Both are active in church, service club and other community affairs.

The area served by the company is one of the best agricultural sections of Florida, particularly for the raising of cattle. In addition, Gainesville is the home of the University of Florida with 10,500 students and Palatka, Ocala and Silver Springs have tourist attractions.

South Atlantic warehouses the full TBA line of the Atlantic Refining Co. Though South Atlantic has never asked them to refrain from handling competing brands, most of the dealers handle the company's TBA.

South Atlantic uses the lubrication and station maintenance and housekeeping programs available from Atlantic Refining. The partners also study Atlantic's bulletins on operations and subscribe to Atlantic's house organ for all dealers.

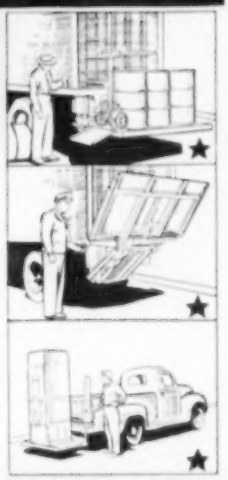
Map of the northern half of Florida shows the points mentioned in this article on the South Atlantic Oil Co.

150,000-Gal. Terminal

The Palatka terminal has 150,000 gals. storage and the bulk plant at Ocala has 12,000. At Gainesville the company has 30,000 gals. for fuel oil and kerosine and 30,000 for gasoline. The gasoline storage at Gainesville is underground at the site of the station being built there. The Crescent City bulk plant primarily serves farm accounts.

The partners believe that there are great opportunities for Independent oil jobbers because jobbers, with their immediate profit incentive, can be more effective than their large competitors as the sales promotion behind the dealer and because jobbers can supervise cost-cutting operations more closely.

Which of these LIFT-GATES will cut your Delivery Expense the most?



For 8 years, thousands of operators have cut costs up to 50%, with "LIFT GATES". Anthony has several types of "Lift Gates" to make possible the most efficient, economical method of loading and unloading of all types of cargo on trucks and semi-trailers.

★ **"GENERAL PURPOSE" TYPE**
For quick, easy loading at curb, low dock and floor levels. Recommended for END loading at dock. "Levelized" lift keeps gate always horizontal to handle tall objects or loads on wheels, castors or rollers. Special non-slip surface. Choice of "SPRING" or Hydraulic Power closing.

★ **"RAMP" TYPE**
Popular for ground-level loading. Bulky objects easily push up low-angle permanent ramp for fast loading and unloading. Fast action "Levelizer". Special non-slip surface that doesn't impede loading by skids or hand truck. Choice of "SPRING" or Hydraulic Power closing.

★ **"PICK-UP" GATE**
For ½ and ¾ ton pick-up trucks. Twin hydraulic hoists lift up to 800 lb. loads. No cables, pulleys, cranks or chains. Operates from truck motor. Closes to act as a regular tailgate. Adds about 12% more pay load space.

Phone or write for further information.

ANTHONY Co., Dept. 406
STREATOR, ILL.

ANTHONY LIFT GATE HYDRAULIC
Trade Mark Reg. U.S. Pat. Off.

Increase Your **LUBRICATION SALES**
with the new K·P
E·Z GREASER
HIGH PRESSURE GREASE GUN

• **DESIGNED TO INCREASE PROFITS . . . AND BUILD CUSTOMER GOOD WILL!**

INTRODUCE your customers to a new, easier way to dispense your grease. The one hand, one man operated E-Z GREASER assures continued use of your product.

- Fits all standard 25 to 50 lb. pails without losing your product's identity
- Builds pressure up to 7,500 lbs. and dispenses more grease faster, easier
- Equipped with a special follower plate to prevent packeting and channeling
- Automatic self adjusting pump barrel lock for easy installation
- Hose available in lengths up to 15 ft. for rapid servicing of hard to reach fittings

EASY TO OPERATE . . .the E-Z GREASER is a real sales stimulator designed to make lasting friends of all your customers. It is completely portable . . . low in cost . . . available in quantity immediately.

WRITE FOR NEW FREE BULLETIN TODAY

KP MANUFACTURING CO.
MANUFACTURERS OF LUBRICATION EQUIPMENT
1224 LINDEN AVENUE · MINNEAPOLIS 3, MINNESOTA

Fuel Oil

Degree Day Totals Drop In Heating Oil Markets

Weather in the principal heating oil markets of the U. S. has been generally warmer than normal* during the current heating season, Sept. 1, 1949—Feb. 18, 1950.

Degree day** totals for 14 East Coast, Midwest and Southeast cities regularly checked by NATIONAL PETROLEUM NEWS show that weather has also been generally warmer (fewer degree days) than the preceding year's relatively mild season (see cover chart and table on this page). Some indication of colder weather ahead has been shown by increasing degree day totals for the closing weeks of February, 1950.

Following is a review of the 1949-1950 heating season, showing degree day trends:

September—The month of September, 1949, gave little indication of what was to come by producing more degree days (colder) than either the same month the year before or normal.

October—Drop of degree day totals last October compared to other years was the first hint of the mild winter to come. The month recorded fewer degree days (warmer) than either October, 1948, or normal in all 14 cities checked.

November—Weather continued generally warmer than normal during November, 1949, although it was colder than the same month a year before.

December—The fact that oil men were faced with a warm winter was established in December, when degree day totals in most cases dropped from both December of 1948 and normal.

January—The trend was continued in January when degree day totals were definitely less than both the year before and normal. Minneapolis was the only city to report colder weather than normal during this month.

February 1-18—The first 18 days of February continued the degree day slump of the preceding months. Weather was generally warmer than both the year before and normal, although it turned colder than 1949 in East Coast cities.

* Normal degree day figures are based on average temperatures from individual weather station files dating back to the year records were first kept.

** Degree days are the number of degrees F. by which the mean temperature for any 24-hour period falls below 65 degrees. Thus a mean temperature of 50 degrees F. for a 24-hour period would equal 15 degree days. It is estimated that the average home oil burner will burn about a gallon of fuel oil for each three degree days.

OHI Exhibitors Signed up

Initial offering of exhibit space for National Oil Heat Exposition to be held in Philadelphia, April 24-28, 1950, has brought in heavy reservations, according to reports from Oil-Heat Institute headquarters in New York. Some 68 exhibitors have signed up to date.

The annual convention of OHI will be held concurrently with the exposition. Convention headquarters and all convention sessions will be at the Benjamin Franklin hotel.

Burner Shipments Continue To Decline in December

NPN News Bureau

WASHINGTON — December shipments of oil burners and burner units continued seasonal trend, falling to 40,906 from November total of 60,342, Census Bureau said last week in preliminary report.

Data on other oil-fired equipment is shown as follows (November figures in parentheses):

Warm air furnaces — Shipments, 18,118 (24,650).

Floor furnaces—Shipments, 2,844 (4,696); end-of-month inventory, 6,080 (4,809).

Kerosine, gasoline, and fuel oil heating stoves—Shipments, 41,509 (122,229); inventory, 196,893 (192,425); end-of-month unfilled orders, 54,129 (24,309).

Kerosine, gasoline and fuel oil cooking stoves — Shipments, 13,973 (15,824); inventory, 332,381 (30,629); unfilled orders, 7,450 (9,676).

Monthly Degree Day Summary

Totals for Heating Season September 1—February 18

City	Sept. 1949	Sept. 1948	Sept. Normal	Oct. 1949	Oct. 1948	Oct. Normal	Nov. 1949	Nov. 1948	Nov. Normal	Dec. 1949	Dec. 1948	Dec. Normal	Jan. 1950	Jan. 1949	Jan. Normal	Feb. 1-18* 1950	Feb. 1-18* 1949	Feb. 1-18* Normal
East Coast																		
Boston	105	76	98	230	341	338	644	461	647	872	892	1008	886	940	1108	599	567	668
New York	53	20	50	123	289	272	552	380	594	767	816	940	697	807	1028	502	485	628
Philadelphia	46	21	36	118	268	235	541	376	544	753	800	884	642	750	962	481	453	580
Washington	55	27	42	116	283	251	502	389	553	718	758	872	513	674	928	426	377	558
Average	65	36	57	147	295	274	560	402	585	778	817	926	885	793	1007	502	471	609
Midwest																		
Chicago	160	49	107	276	419	384	745	656	755	1032	1074	1157	1095	1134	1262	621	715	722
Cleveland	126	56	102	199	413	379	661	484	704	883	917	1027	846	905	1147	543	542	666
Detroit	182	74	111	270	462	388	782	580	749	993	1032	1124	997	1035	1230	601	633	751
Minneapolis	211	58	163	376	428	484	836	897	943	1384	1396	1415	1809	1579	1597	822	1005	915
Omaha	137	36	84	280	342	324	591	752	744	1088	1161	1169	1440	1483	1280	707	859	724
St. Louis	70	16	38	175	243	215	480	409	558	741	815	925	829	987	998	471	518	576
Average	148	48	101	263	385	362	683	645	742	1020	1066	1156	1168	1187	1232	628	712	726
Southeast																		
Birmingham, Ala.	25	4	0	39	154	96	430	321	408	548	503	647	218	393	689	190	259	356
Charleston, S. C.	0	0	1	0	87	45	236	86	222	349	297	421	150	207	443	136	144	252
Nashville, Tenn.	43	20	20	121	226	170	508	425	469	670	657	748	509	571	788	353	376	447
Raleigh, N. C.	26	14	17	57	209	155	404	264	417	580	568	673	359	460	699	297	276	415
Average	24	10	10	58	169	117	395	274	379	537	506	622	309	408	655	244	264	366

* Estimated totals. Table is prepared from degree day data of U. S. Weather Bureau in cities listed. Figures are subject to periodic revisions by bureau.

for Oil Marketers who **MUST CUT COSTS!**

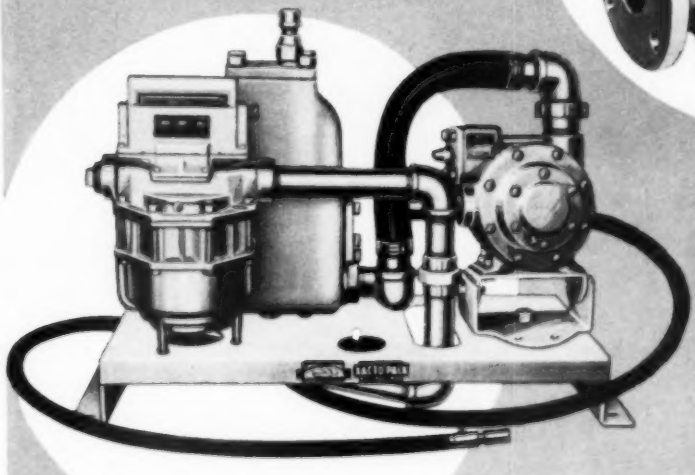
2 new selling tools

NEW BOWSER

ROTOROL

350 g.p.m.

A compact rotary meter for tank trucks, transports and bulk plants. High-speed, accurate deliveries—positive displacement measurement.



NEW BOWSER ESTABLISHED 1885

XACTO PACK

2½ g.p.m.

For tank trucks. Accurate measurement by the famous Xacto meter. Adjustable trunnion base for in-line installation of flexible cable drive.

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LIQUID CONTROL SPECIALISTS SINCE 1885

NEW! CONC

50,000 Miles - No Wear!

★ **Punishing 50,000-Mile Test!** Here are the facts about new Conoco Super Motor Oil that can make it your biggest money maker: —To put sensational new Conoco Super Motor Oil to one of the most punishing tests ever devised, six brand-new cars were driven over the blistering Mexican-border desert 14 hours a day for 70 days. After 50,000 miles of continuous driving, engines *showed no wear of any consequence* . . . in fact, an average of less than one one-thousandth of an inch on cylinders and crankshafts. Gasoline mileage for the *last* 5,000 miles of the test was as good as for the *first* 5,000 miles . . . actually there was an average difference for the fleet of only 4/100 of a mile per gallon! This amazing road test, equal to 5 years' normal mileage, proved that Conoco Super Motor Oil . . . with proper crankcase drains and regular care . . . can keep your customers' new cars *new!*

Get Your Share of *BIG PROFITS*...

CO Super MOTOR OIL

can be the BIGGEST MONEY MAKER *for* OIL JOBBERS AND DEALERS

★ ★ ★

Lubricating oil offers the longest margin of profit of all the products you sell. Here is your biggest opportunity in years to *increase* your sales of this long-profit item . . . by offering your customers new Conoco Super Motor Oil.

New Conoco Super Motor Oil is being introduced in the biggest advertising campaign in Conoco history. The hardest-hitting ads in the Industry . . . full of facts and *proved* results . . . tell millions of motorists the astounding story of this new oil. *Now* is the time to start getting your share of the motorists who will change to Conoco Super Motor Oil. Why not add new Conoco Super Motor Oil to your stock immediately? Call your nearest Continental Oil Company office: Albuquerque, Butte, Chicago, Denver, Fort Worth, Houston, Kansas City, Los Angeles, Lincoln, Oklahoma City, Salt Lake City.

TO HELP YOU SELL

★ ★ ★

Radio	Saturday Evening Post
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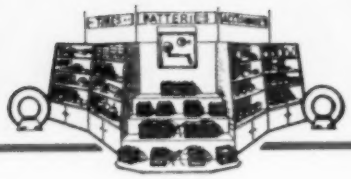
Sell New Conoco Super Motor Oil

TBA Section



Mr. Sturtevant

TBA TOPICS—By Frank C. Sturtevant

FTC to Face Court Challenge on Any Tire Quantity Discount Rule

The oil and tire marketing industries are about to be jointly involved in another experiment in government regulation. Arguments for and against a maximum quantity limit on tire discounts have been heard by the Federal Trade Commission. Throughout the oral arguments the commissioners gave evidence of a sincere desire to understand tire pricing methods.

Whether to set a discount limit at all, and if so at what level, is now up to the commission to decide. The commission has had ample warning that if it does make a discount rule, the rule will be challenged in the courts. How can a rule be drawn to fit the whole industry?

Can any discount limit concern those few large, major oil companies which have only commisson agreements with rubber companies?

Would any rule on quantities stand up under a legal test, if applied to private brand tire customers?

Of what value is a rule limiting tire discounts, while Sears, one of the largest tire marketers, makes its own tires?

Perhaps the quantity discount section of the Robinson-Patman Act was already obsolete when it was passed 14 years ago. Its framers may have thought in terms of an older and simpler day when some industries had only two kinds of discounts, one for retailers and one for wholesalers.

In that connection, the commission can hardly exclude from its deliberations the thought that whatever action is taken will set a precedent applicable at once to all industries. Since the initial purpose of a discount limit must be to let more people into the top discount bracket, the idea may appeal to dealers in many lines. How about the distributors of shoes, radios, paint, and a multitude of other products? Will they not all demand larger trade discounts via FTC?

Also there is a fundamental principle involved. Trade discounts are just a part of prices. Any attempt to fix discount limits must necessarily be a venture into price control from a new direction. May it not lead into another futile tangle, incapable of enforcement because of its own contradictions, as characterizes the FTC edict in the Standard of Indiana-Detroit case?

Carrying the fight for a rule on maximum tire discounts is the National Assn. of Independent Tire Dealers, whose general manager, W. W. Marsh, wishes to register some objections to some comments published here which seemed to put his association in a position of antagonism toward the oil industry. His letter explains itself, and our further comments are appended. Mr. Marsh's letter:

"An oil company jobber and member of this association mailed us a copy of the NATIONAL PETROLEUM NEWS dated Jan. 18, 1950.

"He called our attention to an editorial by you on page 42 which opens with the sentence "Just why the marketing of tires by service stations should be resented by the National Assn. of Independent Tire Dealers is hard to understand." Certainly nothing could be further from the truth and we can't help but resent having our position in this FTC matter presented in such a light. Many of the members of this association are service stations. Because of the lack of profits in the tire business, many of our members have converted their tire stores into one-stop stations handling gasoline and oil. We even have small oil companies and jobbers as members of our

This is the new TBA truck recently put into service by Star & Crescent Oil Co., Tide Water Associated distributor of San Diego, Calif. Left to right: F. B. Fulenwider, Tide Water agency sales supervisor; Roy Wright, Star & Crescent TBA salesman; Cy West, Tide Water dealer. The truck carries a display of the complete Associated TBA line, and is claimed to be a big improvement over selling merchandise by description or out of a catalog

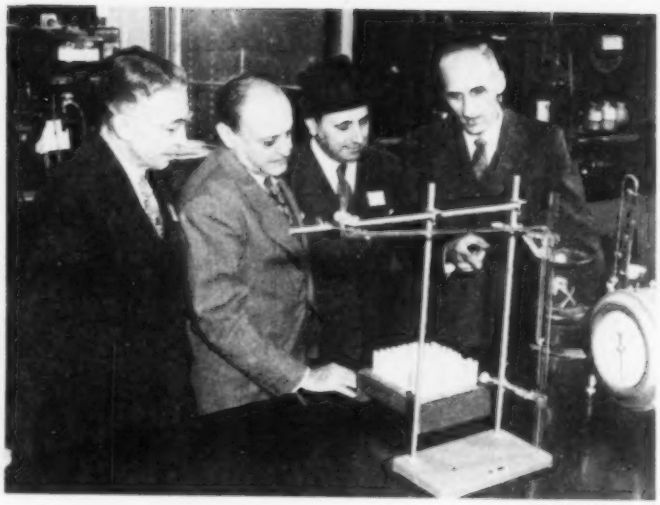
FISK TIRES *Division of United States Rubber Company* • 1230 Avenue of the Americas
Rockefeller Center • New York 20, N. Y.

FACTORIES AT: Chicopee Falls, Massachusetts • Detroit, Michigan
Eau Claire, Wisconsin • Los Angeles, California

association. As a matter of fact, nowhere in our original brief did we take any stand against the service station operator handling tires.

"It is strange to behold that the introduction of this idea which deals with tire sales at the local level and the secret rebates to the oil companies came not from NAITD, but principally from the U. S. Rubber Co.

"The service stations handling tires is a method of sale that will never be changed by the whims of any one group. Our only difference of opinion lies in the fact that we think we should have an even deal in the matter of tire distribution, that we should have a fair chance to compete with this market and not suffer from discrimination. I have on my desk a letter from a service station member who asks us what he should do as he is being forced to conform to an oil company program against *his* wishes. Here is another letter from a man in an eastern state who had his lease cancelled because he refused to sell a private brand tire for an oil company. This is not an uncommon experience with us and we do not believe dealers should be forced to handle a tire because an oil company has some vague profit arrangement to this operator's disadvantage. We believe to the contrary that that operator should have a chance to grow and develop in the tire business without pressure from outside forces and with an opportunity to buy at equal advantage with the buyers of equal quantities.



Two Pure Oil Co. TBA men recently made a tour of the AC Spark Plug plant. Here they are learning about testing methods used in connection with the manufacture of Coralox insulators. Left to right: Don Wigman, Pure Oil Co.; Taine G. McDougal, director of AC Spark Plug engineering and research; Leo Spanuello, assistant TBA manager, Pure Oil Co.; and Dr. Robert W. Smith, research physicist with AC Spark Plug

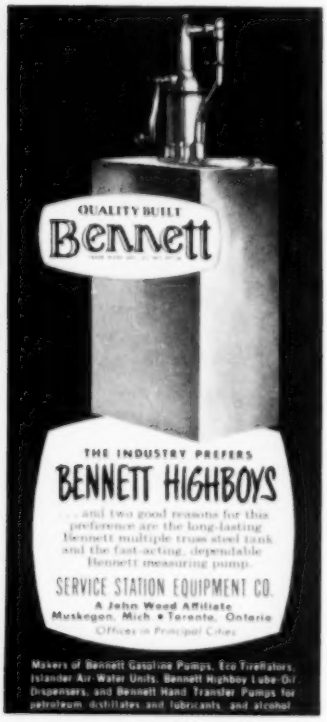
"If there is anything further regarding our stand which you would like to know, I would be happy to supply you with such information as I can. I feel sure you have a copy of our presentation and our rebuttal but I would be glad to supply additional copies if you would like."

The foregoing letter from Mr. Marsh emphasizes that his association is not opposed to the sale of tires at service-stations. Rather it objects to the wholesaling of tires to service stations by gasoline suppliers, which Mr. Marsh alleges is accomplished by "force".

Threats of lease cancellation, the only real form of coercion, cannot be condoned, when used to force merchandise on a dealer. A business as large as oil marketing could hardly escape a few local instances of the use of that type of coercion. What many people outside the oil industry overlook, especially those who try to sell to service stations, is the very close relationship between gasoline suppliers and their retail outlets. Station operators, when they start in business, are advised on how to hire and train help, how to keep books, manage an inventory, build sales at the pump island, promote lubrication business, and how to sell every item in the TBA line.

The supplying oil company—whether major or jobber—has to develop successful dealers, for obvious reasons. It must take some responsibility for a dealer's profitable operations, especially in the case of lessee dealers. Otherwise the location will deteriorate, and eventually it will be the dealer who will cancel his lease and quit because he can't make any money.

It would seem foolish for any gasoline supplier even to consider canceling a contract with any dealer who is selling plenty of gasoline, solely because he couldn't get the dealer to buy his line of tires. Good



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We specialize in station identification and advertising signs for all types of erection.
WRITE for DETAILS & PRICES
FIRST COST IS THE LAST! Southwestern PORCELAIN ENAMEL signs retain original brightness and legibility for years with only occasional washing or wiping.
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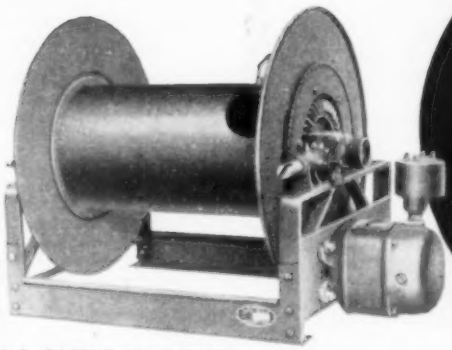
NEW . . . the HANNAY HOSE REEL* with Explosion-Proof ELECTRIC MOTOR



REDUCES HAZARDS in handling inflammables and volatiles

*U. S. PATENT No. 2490353
OTHER PATENTS PENDING

- ★ **Especially designed explosion-proof heavy duty motor, Underwriters Approved Class 1, Group D, with permanently lubricated bearings. Motor an integral part of reel; needs no attention.**
- ★ **Can be connected through conduit, for sealed, safe installation.**
- ★ **Sealed push button control; "push" to start; "release" to stop.**
- ★ **Quiet, positive sprocket and chain drive; no gears to shift; no clutch to engage.**
- ★ **Safe rewind speed, always under control.**
- ★ **Smartly designed, compact, durable, dependable.**
- ★ **Simplicity of construction and operation reduces maintenance costs to a minimum.**

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AT LAST . . . a new hose reel with truly *explosion-proof* electric motor, developed by Hannay especially to overcome the danger factors previously associated with electrical rewinds. Particularly advantageous for use in fuel oil, gasoline, chemical, fire fighting and similar installations . . . PROVEN SAFE and efficient in exhaustive factory and field service tests. Now available for truck installations in all models except Hannay "16-17" and "14-17" series, in practically every voltage in A.C. or D.C. Ask your dealer for demonstration . . . or write for complete information.

HANNAY
REG. U.S. PAT. OFF.
HOSE REELS
CLIFFORD B. HANNAY & SON, INC.
WESTERLO, NEW YORK

dealers who can build and hold profitable gallonage are prime assets to a petroleum marketer regardless of what kind of tires they sell.

But to cancel a dealer who is losing out on gallonage may at times be a regrettable but necessary step. Dealers in that unhappy situation have been known to blame the turn of events on everything but their declining gasoline sales.

If the wholesaling of tires by gasoline suppliers is really at the root of the dealer association complaint, it would seem that the Federal Trade Commission is being asked to use a new, and as yet ill-defined statutory authority over trade discounts, to enforce an economic gag over one class of wholesalers for the benefit of another class.

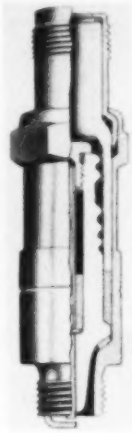
Assuming FTC can compel such an industry re-alignment, where will the lot of the service station dealer be improved? If, by government edict, he can be required to buy his tires from large tire dealers, will the tire dealer take an interest in all angles of TBA sales at service stations? Will he care about the station operator's over-all profits?

Most important of all, will the tire dealer sell the station operator at wholesale, and continue to undersell him at retail, as he does at present?

* * *

W. Herbert Hultgren, with Purolator Products since 1934, and chief designer since 1942, has been appointed assistant chief engineer.

* * *



Accidental spark plug shorting or flash-over, due to dirty or wet insulators, are said to be eliminated in a complete new line of shielded plugs just introduced by Champion to supplement its regular line. The new shielded plugs are so designed as to exactly duplicate the heat range and performance of each corresponding plug in the unshielded line.

One advantage claimed for the new product is its low fire hazard where explosive fumes may be present. Another is its resistance to moisture. Because of these two characteristics it is claimed that complete elimination of high frequency interference can be obtained, provided the rest of the ignition system is also shielded.

Champion calls attention to the fact that the shielding barrel insulator is the same ceramic it uses in aircraft plugs; that the cost of the new plugs is substantially lower than ordinary shielded plugs; that installation, cleaning and checking are all done in the ordinary way.

* * *

Five out of every 10 customers served by a dealer in 1950 will buy a new battery according to A. A. Feldman, Prest-O-Lite sales manager. Also he points out that one out of every five batteries checked needs a recharge and one in every three recharges means a new battery sale. The statements are part of what the company calls a new "fast-action" booklet designed to help distributor salesmen sign up new dealers.

The booklet explains to the dealer how he can make more money from battery sales by checking more batteries. Also covered in the booklet is the company's "Planned Profit" program, its large production facilities, its complete line, the advantages of its premium Hi-Level battery, and its large-scale advertising and merchandising program.

Prest-O-Lite also has a new dis-

STOW MANUFACTURING CO.
21 Shear St. Binghamton, N.Y.

trict sales representative for St. Louis, Richard E. Leonard, who will cover Missouri, Kansas and part of southern Illinois.

* * *

There is a new type of wheel spinner on the market. Instead of being set up on top of the steering wheel it is mounted on an angle flange just inside the rim. The chrome plated mounting is pitched downward just enough so that the top of the spinner is no higher than the steering wheel rim. Manufacturer claims this recessed effect puts the spinner out of the way where it will not catch on thumbs or coat sleeves.

* * *

Booklets containing the speech made by A. A. Stambaugh, Sohio vice president, at the Oil Industry TBA convention at St. Louis, are being printed and distributed by Standard of Ohio. Copies may be had by writing NPN or Standard of Ohio.

Those who heard the speech entitled "Will the Consumer be Dethroned" may recall Mr. Stambaugh's vigorous defense of a free choice for the consumer in the market place. Outstanding in a talk full of penetrating observations were these: "In the long run suppliers will not operate their outlets if they can get as good or better job done by their dealers."

And at another point: "The genius of our economy that more than anything else has given us this comparatively fabulous standard of living is that we have allowed the customer, by his vote in the market place, to allocate our workers into channels from which the customer is willing to buy."

Replacement Tire Shipment Lower in 1949 Than in 1948

Manufacturers' shipments of replacement passenger car tire casings for the year 1949 were down 11.8% from 1948. Total shipments however, including replacement, original equipment and export casings, showed an increase in 1949 of 2.4%. December report of Rubber Manufacturers Assn., Inc., also shows 1949 production off 2.4% from 1948 output, and year-end inventory up 1.6% over 1948.

Passenger Car Casings
(Yearly Totals)

	1949	1948	% Change
Replacement	36,431,565	41,295,434	—11.8
All casings	65,066,321	63,540,160	+ 2.4
Production	65,142,607	66,738,436	— 2.4
Year-end inventory	8,912,866	8,772,822	+ 1.6

Replacement shipments in December, 1949, decreased 15.5% from the preceding month.

Passenger Car Casings
(Monthly Totals)

	Dec., 1949	Nov., 1949	% Change
Replacement	2,324,440	2,752,081	—15.5
All casings	4,274,442	4,371,065	— 2.2
Production	5,260,128	5,135,411	+ 2.4
Month-end inventory	8,912,866	7,867,378	+13.3

TBA Merchandiser Flexibility Provides Maximum Display

Here is a novelty in the way of a display fixture. It is located at Jack Worth's Atlantic station at the corner of Tamiami Trail and Miami Ave., Miami, Fla. It has five points of special interest:

1. Unusual design
2. Mobility
3. Flexibility—prominence can be given to any section as desired
4. Provides accepted 7-ft. ceiling for merchandising display
5. Incorporates regular illumination for night display, plus floodlights for special features.

2 Service Station Operators Increase

P. R. Johnson (right), Wharton, Tex., Gulf dealer, looks on as a customer squints through the sights of one of the shotguns sold by the station

Opened about eight months ago, this new Gulf station (below) is operated by dealer P. R. Johnson, about one mile east of Wharton, Tex., and is averaging around 21,000 gal. of gasoline per month. Exceptionally good hunting, and both fresh and salt water fishing areas are nearby, so that Mr. Johnson finds it pays to carry about 20% in dollar valuation of his TBA stock in sporting goods.

All of the attendants at the station are able to talk the sportsman's language. If it is noticed that a motorist is carrying either hunting or fishing equipment he is immediately asked if he has everything needed for his trip. This approach often leads to exceptional sales of sporting goods items.

By way of promotion the station uses medium sized painted billboards on the highway advertising the service station as such and also as a sportsman's store. Similarly newspaper space, and handbills distributed door-to-door in nearby Wharton, promote the station's regular services as well as its sporting goods line.

Although outboard motors are not stocked, an arrangement has been made with a nearby supplier for delivery in a matter of hours of these and other sporting goods items not regularly carried.

Sporting goods make up about 20% of TBA inventory at this Wharton, Tex., station. Good fishing and hunting areas nearby make sales of equipment to sportsmen a profitable venture

TBA Profits by Sale of Sporting Goods

A line of sporting goods is carried at this new station in Houston, Tex. The standard TBA items as well as home appliances also are a part of this dealer's merchandising program

Another Gulf dealer in Texas is making a good thing out of his sporting goods side line, as well as other non-related merchandise. In this new station (above), opened about five months ago and doing a gallonage of better than 23,500 a month, there is display space for the standard TBA merchandise, plus the sporting goods and a line of appliances, stoves, radio and television sets and kitchenware.

The dealer, M. W. Dickey, advertises in a community newspaper, and in addition gives a lot of help to motion picture showings for church and other community groups. He owns and personally operates a sound motion picture projection machine.

The station carries white gasoline for use in outboard motors, and sells Texas state hunting and fishing licenses. Attendants keep watch for cars coming in with evidence of hunting or fishing equipment and make it a point to solicit sporting goods business from each one. Other sporting goods are also displayed seasonally, such as soft ball, basketball, and golf equipment at the proper time. It is planned to add guns and possibly outboard motors.

M. W. Dickey (right), Houston Gulf dealer, is seen here showing a tackle box to a prospective customer

OIL TANKS USE BARCO BALL JOINTS to RELIEVE SHOCK and STRAIN

Barco ball joints are used on this pipe line in the oil fields to allow for tank-settling, to relieve earthquake shocks and any strains on costly valves. Barco also facilitates quick break-down and setting-up of drilling rig equipment.

This is one of the many, many applications of Barco Joints in practically every field of industry and transportation. By responsive movement through every angle, Barco absorbs strain and stress, compensates for expansion and contraction, minimizes corrosion from electrolysis. Furnished in heavy as well as standard patterns, with flanged as well as screw ends. Fire-proof and capable of handling high temperatures. Write for full information to Barco Manufacturing Company, 1817D Winnemac Ave., Chicago 40, Illinois. *In Canada:* The Holden Co., Ltd., Montreal, Canada.

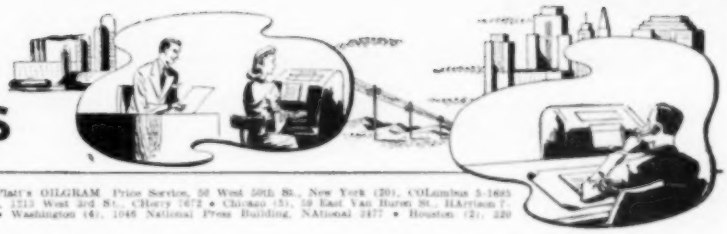
BARCO ***FLEXIBLE JOINTS***

Not just a swivel joint ...but a combination of a swivel and ball joint with rotary motion and responsive movement through every angle.

FREE ENTERPRISE—THE CORNERSTONE OF AMERICAN PROSPERITY

"MOVE IN EVERY DIRECTION"

Oil Markets



J. P. Mosher, Jr., Market Editor, NPN and Platt's OILGRAM, Price Service, 50 West 50th St., New York (20), COLumbus 5-1665
Other OILGRAM News Bureaus: Cleveland (13), 1213 West 3rd St., CHerry 1672 • Chicago (3), 59 East Van Buren St., HArrison 7-5901 • Tulsa (3), 901 World Building, 2-7132 • Washington (4), 1065 National Press Building, NAtional 2477 • Houston (2), 220 First National Bank Bldg., ATwood 0412.

Natural Gasoline Prices Drop 0.75c-1c in Mid-Continent; East Coast Heating Oil Sales Rise with Cold Weather

The nation's oil refiners continued to hold to their cautious outlook as the month of February ended with operations at 80.2% of capacity compared with a mid-month 81.5%.

Prices for Grade 26-70 natural gasoline declined an additional 0.75-1c in the Mid-Continent (the fifth drop in two weeks for total decline of 1.875c, Group 3, and 1.625c, Breckenridge). Sales were reported at 4c, Group 3, and 3.75c Breckenridge. The Group 3 price was down 0.5c per gal. in latest move, and Breckenridge was off 0.25c.

The pace of heating oil sales along the Eastern Seaboard was stepped up sharply, but the prices reported were lower at points from Baltimore to Providence.

Gasoline prices were slightly lower in Chicago and Pittsburgh districts. A Pittsburgh district refiner reported 0.8c per gal. reduction in his quotations for both regular-grade and premium gasoline to 12c and 13c for the two grades, respectively. Chicago tank car gasoline prices were off in amounts ranging from 0.15 to 0.25c, with 80 oct. Research regular offered at 11.25c and 86 oct. Research premium at 12.1c.

A major refiner at the Gulf commented that prices on distillates and heavy oils appeared to reflect some "lack of confidence," for many of these products, he said, were "in better position" than a year ago when prices were considerably higher.

On the other hand, there was considerable sentiment that prices for "quality" refined gasolines were "steady" for this season, particularly when considered in the light of an all-time peak inventory load of 131,647,000 bbls.

There were no changes in crude oil prices, and oils of all varieties and characteristics continued available. However, continued reductions in producing allowables in Texas and Mid-Continent areas were forcing some refiners to step up purchases.

Southern Minerals Corp. posted prices for crude oil in 13 additional fields in Southern Texas, effective Feb. 1. Company offered to pay prices ranging from $2.48 per bbl. for below 20 grav. oil up to $2.90 for 40 grav. and above for Cody, East Taft, London Gin, North Sinton Shallow, and Sinton. On basis of $2.38 for below 20 grav. with prices ranging up to $2.80 for 40 grav. and above, Southern Minerals now buys Bailey oil, Calallen, Corpus Christi 6900', Edroy, Lou Ella, McCullough, Rand Morgan and Robstown.

Probably the most cheering development to marketers was a cold snap which hit the East Coast, thus giving that area a long-awaited chance to work off some of its primary inventories of light fuel oils. Sales picked up substantially, particularly No. 2 oil transactions at the yard level of supply.

New York Harbor terminal suppliers said that colder weather which gripped the seaboard found many distributors with little or no stocks of No. 2 fuel. For some time eastern distributors have feared a price break in light oils, and the result was they were buying only to meet day-to-day needs. When their needs were stepped up, secondaries had to increase purchases almost immediately.

Some Independent terminal operators at New York said their yard sales soared up to about 1,000,000 gals. per day. One disclosed that he had sold a substantial number of barge lots of No. 2 fuel at 7.4c per gal.

It developed that sales of light oils were increasing, but at lower prices, at many points along the seaboard. Suppliers distrusted "another cold snap," particularly after so many of them had been short-lived, and they did not want to end up the season with high stocks of light fuel oils. They needed that storage for gasoline.

Esso Standard Oil Co. and Socony-Vacuum Oil Co., Inc., met the current "voluntary discount" of 0.3c per gal. on kerosine sales at New York Harbor to tank car and barge buyers. Net prices of these two companies after discount from their kerosine postings at New York were 8.9c tank cars and 8.8c barges.

Atlantic Refining Co. said it had increased its discounts on heating oils and made price reductions ranging from 0.1 to 0.4c per gal. at several points in New England. The company reduced its tank wagon prices at Springfield, Mass., effective Feb. 21, posting 12.7c for kerosine (down 0.3c) and 11.7c for No. 2 fuel (down 0.4c). On Feb. 24, Atlantic reduced its tank wagon price for No. 2 fuel at Hartford, Conn., 0.1c per gal. to 11c. Its "voluntary discounts" on light

OIL MARKETS

Summary of Daily Gasoline Prices (Feb. 21 through Feb. 27)

	Monday Feb. 27	Friday Feb. 24	Thursday Feb. 23	Wednesday Feb. 22	Tuesday Feb. 21
Motor Gasoline 82 Oct. R (Premium):					
N. Tex. (For shpt. to Tex.&N.M. dest'ns)	11(2)	11(2)	11(2)	11(2)	11(2)
W. Tex. (For shpt. to Tex.&N.M. dest'ns)	(1)11-11.5(1)	(1)11-11.5(1)	(1)11-11.5(1)	(1)11-11.5(1)	(1)11-11.5(1)x
Cent. W. Tex. (Truck Tnsp.)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)
Motor Gasoline 86 Oct. R (Premium):					
Oklahoma (Group 3)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)
Midwestern (Group 3 basis)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)	(1)10.25-11.375(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)11-12.75(1)	(2)11-12.75(1)	(2)11-12.75(1)	(2)11-12.75(1)	(2)11-12.75(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)11-11.25(1)	(1)11-11.25(1)	(1)11-11.75(1)	(1)11-11.75(1)	(1)11-11.75(1)x
E. Tex. (Truck Tnsp.)	(1)11-12.5(1)	(1)11-12.5(1)	(1)11-12.5(1)	(1)11-12.5(1)	(1)11-12.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)	(1)11.25-11.5(1)
Motor Gasoline 93 Oct. R (Premium):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)12-13.175(1)	(1)12-13.175(1)	(1)12-13.175(1)	(1)12-13.175(1)	(1)12-13.175(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	12(1)	12(1)	12(1)	12(1)	12(1)
Cent. W. Tex. (Truck Tnsp.)	12(1)	12(1)	12(1)	12(1)	12(1)
Motor Gasoline 76 Oct. R (Regular):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)10-10.25(1)	(2)10-10.25(1)	(2)10-10.25(1)	(2)10-10.25(1)	(2)10-10.25(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.75(1)
Cent. W. Tex. (Truck Tnsp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Motor Gasoline 80 Oct. R (Regular):					
Oklahoma (Group 3)	(2)9.5-10.125(1)	(2)9.5-10.125(1)	(2)9.5-10.125(1)	(2)9.5-10.125(1)	(2)9.5-10.125(1)
Midwestern (Group 3 basis)	(3)9.5-10.125(1)	(3)9.5-10.125(1)	(3)9.5-10.125(1)	(3)9.5-10.125(1)	(3)9.5-10.125(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)10-10.75(1)	(2)10-10.75(1)	(2)10-10.75(1)	(2)10-10.75(1)	(2)10-10.75(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)10-10.75(1)	(1)10-10.75(1)	(1)10-10.5(1)	(1)10-10.75(1)	(1)10-10.75(1)x
E. Tex. (Truck Tnsp.)	(2)10-11(1)	(2)10-11(1)	(1)10-11(1)	(1)10-11(1)	(1)10-11(1)
Cent. W. Tex. (Truck Tnsp.)	10.5(1)	10.5(1)	10.5(1)	10.5(1)	10.5(1)
Motor Gasoline 84 Oct. R (Regular):					
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(2)10.75-11.175(1)	(2)10.75-11.175(1)	(2)10.75-11.175(1)	(2)10.75-11.175(1)	(2)10.75-11.175(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Cent. W. Tex. (Truck Tnsp.)	11.25(1)	11.25(1)	11.25(1)	11.25(1)	11.25(1)
Motor Gasoline 60 Oct. M & below:					
Oklahoma (Group 3)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)
Midwestern (Group 3 basis)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)	(1)8.5-9.5(1)
N.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)9.375-10.3(1)	(1)9.375-10.3(1)	(1)9.375-10.3(1)	(1)9.375-10.3(1)	(1)9.375-10.3(1)
W.Tex.(For shpt. to Tex.&N.M. dest'ns)	(1)9.375-10(2)	(1)9.375-10(2)	(1)9.375-10(2)	(1)9.375-10(2)	(1)9.375-10(2)
E. Tex. (Truck Tnsp.)	(2)9.25-10.5(1)	(2)9.25-10.5(1)	(1)9.25-10.5(1)	(1)9.25-10.5(1)	(1)9.25-10.5(1)
Cent. W. Tex. (Truck Tnsp.)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)	(1)9.5-10.4(1)
Motor Gasoline 86 Oct. R (Premium):					
New York harbor	(1)12-14.2(1)	(1)12-14.2(1)	(1)12-14.2(1)	(1)12-14.2(1)	(1)12-14.2(1)
New York harbor, barges	(1)11.7-14.1(1)	(1)11.7-14.1(1)	(1)11.7-14.1(1)	(1)11.7-14.1(1)	(1)11.7-14.1(1)
Philadelphia	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)	(1)13.2-13.35(1)
Philadelphia, barges	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)	(1)13.1-13.25(1)
Baltimore	(1)11.6-13.7(1)	(1)11.6-13.7(1)	(1)11.6-13.7(1)	(3)12-13.7(1)	(3)12-13.7(1)
Baltimore, barges	11.5(1)	11.5(1)	x11.5(1)	11.9(1)	11.9(1)
Motor Gasoline 90 Oct. R (Premium):					
New York harbor	....	....	....	....	....
New York harbor, barges	13.45(1)	13.45(1)	13.45(1)	13.45(1)	13.45(1)
Philadelphia	(2)13.35-14.3(1)	(2)13.35-14.3(1)	(2)13.35-14.3(1)	(2)13.35-14.3(1)	(2)13.35-14.3(1)
Philadelphia, barges	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
Baltimore	(2)13.35-13.7(1)	(2)13.35-13.7(1)	(2)13.35-13.7(1)	(2)13.35-13.7(1)	(2)13.35-13.7(1)
Baltimore, barges	13.25(1)	13.25(1)	13.25(1)	13.25(1)	13.25(1)
Motor Gasoline 83 Oct. R (Regular):					
New York harbor	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)	(1)10.75-12.7(1)
New York harbor, barges	(1)10.5-11.5(1)	(1)10.5-11.5(1)	(1)10.5-11.5(1)	(1)10.5-11.5(1)	(1)10.5-11.5(1)
Philadelphia	(2)12.1-12.8(2)	(2)12.1-12.8(2)	(2)12.1-12.8(2)	(2)12.1-12.8(2)	(2)12.1-12.8(2)
Philadelphia, barges	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)	(1)12-12.1(1)
Baltimore	(2)10.6-12.2(2)	(1)10.6-12.2(2)	x(1)10.6-12.2(2)	(3)11-12.2(2)	(3)11-12.2(2)
Baltimore, barges	(1)10.5-12(1)	(1)10.5-12(1)	x(1)10.5-12(1)	(1)10.9-12(1)	(1)10.9-12(1)
Motor Gasoline:					
Western Penna., Bradford-Warren:					
86 Oct. R (Prem)	13.25(2)	13.25(2)	13.25(2)	13.25(2)	13.25(2)
83 Oct. R (Regular)	12(2)	12(2)	12(2)	12(2)	12(2)
Western Penna., Oil City:					
86 Oct. R (Prem)	(1)12.5-13(2)	(1)12.5-13(2)	(1)12.5-13(2)	(1)12.5-13(2)	(1)12.5-13(2)
83 Oct. R (Regular)	(1)11.5-12.1(1)	(1)11.5-12.1(1)	(1)11.5-12.1(1)	(1)11.5-12.1(1)	(1)11.5-12.1(1)
Western Penna., Pittsburgh:					
86 Oct. R (Prem)	13(2)	13(2)	13(2)	13(2)	13(2)
83 Oct. R (Regular)	12(1)	12(1)	12(1)	12(1)	12(1)

Note: Research octane ratings, indicated by the letter "R", are minimum ratings. Motor method octane ratings, where used, are indicated by the letter "M".

fuel oils were increased 0.15c per gal. at Boston and Providence.

No. 2 fuel barge prices at New York Harbor were off 0.2c per gal. to 7.4c.

In the Midwest and the Mid-Continent, demand slowed somewhat for distillate and residual fuel oils. Gasoline prices declined slightly in Kansas despite many reports that stocks were "fairly low" in the state.

The tapering in heavy fuel consumption followed the lower industrial rate in the nation owing to lack of coal. It appeared that the breakeven point where a shortage of coal increases heavy fuel sales had been passed. Many processing and fabricating industries were slowing down because of lack of raw and finished metals, and the result was they needed less No. 6 oil. On the other hand, demand for residual from utilities in position to use either coal or oil was increased substantially.

Sales totaling 80 cars of low sulfur No. 6 fuel at $1.55 per bbl., Group 3, were disclosed by a Midwest marketer. No. 6 oil prices, Group 3 basis, ranged from $1.40 to $1.50 per bbl., up 5c on the high.

Oil men pointed out that residual fuel was in "strong statistical position" east of the Rockies. Stocks were 23,652,000 bbls. (compared with 34,434,000 bbls. year ago) at a time when the nation's days of supply of coal were extremely low. Inasmuch as a substantial portion of the country's coal output always goes into the manufacture of steel, the demand for heavy oils to meet the country's heating load was anticipated to be substantial.

Trading at the cargo and barge levels of supply still was slow in all principal districts. The Gulf

Explanations of Price Tables

The reader's attention is directed to the following explanations which apply to the Summary of Daily Gasoline Prices appearing on page 45 and the price tables appearing on pages 49-54 of this issue:

The letter "X" indicates a change in price; if the change is on the low of the price range, the "X" is adjacent to the low; if the change is on the high of the price range, the "X" is adjacent to the high; a change from one flat price to a higher or lower flat price, or elimination of the low of a price range, is indicated with an "X" to the left of the new price; elimination of the high of a price range, is indicated with an "X" to the right of the new price.

In the Gulf Coast Cargo price table on page 52, the parenthetical figures after each price indicate the number of companies quoting that price.

In all other price tables, the parenthetical figures before and after prices indicate the number of companies quoting the lows and the highs of the price ranges; no attempt is made to indicate the number of companies whose prices are within the lows and the highs, and therefore no attempt is made to indicate the number of companies contacted for prices for each product. Nearly 200 primary suppliers (refiners and tanker terminal operators), plus an even larger number of other sources (jobbers, compounders, consumers, distributors, brokers, tank car marketers, etc.) are contacted for prices at regular intervals.

cargo market was especially quiet. California offerings of heavy fuel were said to have dried up for the time being. Lubricating oils were reported more in balance than previously in Texas and the Mid-Continent.

The strongest demand in relation to supply continued to come from the Midwest. Tank cars for shipment north from the Gulf were in tight supply. Regular-customer demand kept many Mid-Continent refiners from offering distillates in the open market.

In the East, while the demand was substantial for all products, the needs were amply covered.

ATLANTIC COAST

Cold Weather Whittles Light Fuel Stocks

A sudden cold snap which gripped the Eastern Seaboard brought a weekly drop of over a million bbls. in distillate stocks toward the end of February. However, the relatively active sales of light fuel oils were made in many instances at declining prices.

Heating oil marketers said the "damage already was done." The cold snap cut down the deficit below normal in degree days for the season from 820 on Feb. 18 to 800 on Feb. 24. Nevertheless, purchases of No. 2 fuel by distributors picked up sharply, for many of them had been buying on a hand-to-mouth basis.

Price declines in light fuel oils occurred mostly in large middle Atlantic terminal districts:

Barge prices for kerosine and No. 2 fuel were off 0.2c at New York Harbor, with kerosine offered at 8.8c and No. 2 fuel at 7.4c.

At Boston, suppliers generally increased their "voluntary discounts" from 0.25c to 0.4c per gal. on tank car sales of No. 2 fuel and kerosine to resellers. The result was that kerosine was available at Boston at 9.1c, tank cars, and No. 2 fuel at 8c.

Esso Standard Oil Co. and several other suppliers at Baltimore made their "voluntary discount" on No. 2 fuel 0.4c per gal.; their previous allowance from the posted 8.2c tank car price was 0.2c.

There were no changes in prices for heavy fuel oils and gasoline at most points. Residual oils were moving better than in recent past because of the combination of cold weather and the coal strike. Gasoline was plentiful in all terminal districts.

Eastern marketers said that the problem at hand now was to cut down distillate inventories so that they wouldn't interfere with storage needed for spring gasoline. The cold weather was doing just that, and the longer it lasted the better position the industry would be in to meet changing demands of the coming season.

The fear for some time among distributors of a price decline in distillates made for a fairly heavy pull against primary storage with the return of cold weather. Many distributors had little or no stocks on hand, and had to buy immediately. Some New York Harbor Independent suppliers said their yard sales approached 1,000,000-gal. per day mark after the third day of sub-normal weather.

GULF COAST

Light Fuels Find Few Buyers

Spot cargo trading at the Gulf continued at low ebb during the last full week in February. There were no developments in prices, although gasoline and No. 2 fuel prices appeared to tend in contra-seasonal directions. No. 2 fuel was described by traders as "weak," and gasoline "relatively firm."

The slow pace of No. 2 fuel trading generally was attributed to the lack of demand from the East Coast.

No. 2 fuel was quoted by refiners at prices ranging upward from 6.75c for cargo lots. However, trade negotiations for the product were over-shadowed most of the latter part of February by one cargo which appeared to be in "distress." The cargo was variously said to be available at 6.92c, delivered New York Harbor, or 6.5c, FOB the Gulf. While these prices were not confirmed with a refiner/seller, most cargo traders said they could only "guess" what price a firm bid would bring out for a cargo of No. 2 fuel. However, except in this one instance, the product was said to be firmly held at 6.75c.

On the other hand, some refiners said they were surprised at the firmness of gasoline prices. One major supplier disclosed that he had sold several barge quantities of gasoline at "*Oilgram* low" for shipment up the Mississippi river. There also were reports of fairly active demand for gasoline shipments north in tank cars.

For the rest, there was a scattering of inquiries for kerosine and heavy fuel oil, originating mostly from the Midwest. One source said he had received several foreign inquiries for gasoline, naphthas and crude oil, but they mostly were for small quantities and contingent on slim dollar resources abroad.

MID-CONTINENT

Fuel Oil Demand Eases Slightly

A slight decrease in distillate fuel demand was reported in several Mid-Continent districts during the past week. However, all distillate and residual fuels were scarce, with little material being offered in the open market. Gasoline sales were said to be "picking up" in several instances, although prices were lower in one area.

Most refiners continued operating on a "day-to-day" basis, trying to fill back orders from regular-customers

NPN Gasoline Index

	Cents Per Gal. Dealer T.W.	Tank Car
Feb. 27	14.83	10.96
Month Ago	14.88	10.91
Year Ago	14.93	11.14

Dealer index is an average of "undivided" dealer prices ex tax, in 50 cities.

Tank car index is weighted average of following wholesale markets for regular-grade gasoline, FOB refineries or terminals: Okla., Midwestern, W. Penna., Calif., N. Y. Harbor, Philadelphia, Jacksonville, Boston and Gulf Coast.

for burning oils. Several refiners, though, said they noticed a small decline in open market inquiries for distillate fuels. Majority added that this factor had little effect on them, since their supplies were sold up.

Gasoline prices took a slight dip in Kansas when one refiner quoted 10.9c for premium-grade, 9.9c for regular and 9c for third grade. Other refiners, however, reported increasing gasoline sales and generally said the gasoline market was "much better than expected." One refiner added that he was having difficulty in meeting his gasoline requirements for March and April.

Heavy fuel generally continued tightly held. Buyers were said to be offering as much as 15c per bbl. "over the low" in some areas for low sulfur material. Inquiries also were heavy, most sources stated.

Only sales disclosed during week were those involving inter-refinery transactions. One Oklahoma refiner, who had pipe line difficulties ,reported following sales: 5 cars of No. 6 fuel at $1.50 per bbl.; 100 cars No. 1 fuel and 50 cars No. 1 fuel, both at 8.25c per gal. A Kansas refiner sold 3,000 bbls. No. 1 fuel at 0.125c per gal. "under the low," and a North Texas refiner sold 5 cars No. 2 fuel at "low published price." All shipments went to other Mid-Continent refiners, FOB respective plants.

There was no change in distillate and residual fuel price ranges at the end of the week, although several refiners increased their prices during week. Light and heavy fuel prices, when changed by refiners, generally tended upward.

CENTRAL MICHIGAN

Demand Good for Light and Heavy Fuels

Cold weather and a coal shortage worked together in increasing demand for light and heavy fuels in the week ended Feb. 25. Refiners generally said they were unable to take on new business because inventories and production were fully committed for balance of heating season. Principal inquiries for heavy grades of fuel came from municipal light and water plants.

No changes in prices were disclosed and no open market sales were reported. One refiner said he was looking for a quantity of gasoline for balance of February and possibly some for March, but generally speaking, gasoline was in "generous" supply at most plants.

MIDWESTERN (Chicago-E. St. Louis Area)

Heavy Fuel Strong, Active in Open Market

Open market trading in heavy fuel increased sharply in the Midwest last week with several traders reporting substantial sales and purchases for resale. Spot demand for light fuels continued to lag although Midwest had generally colder weather.

Range of prices quoted by Midwest refiners for No. 6 and some grades of distillates were up on the highs following an advance of 0.2c and 0.3c for light fuels and 5c per bbl. for No. 6 fuel by one refiner. His reduction of 0.2c in gasoline quotations left price ranges unchanged.

Transactions totaling 90,000 bbls. of No. 6 fuel were disclosed as follows: One lot of 65,000 bbls. of low sulfur material purchased at $1.45 per bbl., Group 3, for resale; also for resale, 5,000 bbls. of high sulfur oil at $1.45; sold to a consumer, 8,000 bbls. of low sulfur oil at $1.55; sold to a reseller, 12,000 bbls. of low sulfur oil at $1.55.

Midwest refiners' quotations for No. 6 fuel ranged from $1.40 to $1.50 per bbl., Group 3, up 5c on the high. Several refiners said their production of heavy fuel was fully committed through March.

Demand for light fuels was "unimpressive" with sales to the trade generally reported at 8.25c for range oil and at 7.625c for No. 2 fuel. Purchase of 10 cars of No. 2 at 6.75c, Houston, for northward shipment, was revealed by one trader. Midwest refiners' Group 3 prices for No. 2 ranged from 7.5 to 8c, up 0.125c on the high. Other distillate prices to change were: range oil, up 0.2c on the high, ranging from 8.25 to 8.6c; 58 d. i. Diesel fuel, up 0.3c on the high; and No. 1 fuel, up fractionally on the low, ranging from 8.25c to 8.5c.

CHICAGO DISTRICT

Gasoline Prices Down 0.25c, Stocks High

Big inventories of gasoline in the Chicago District, which have weighed heavily on prices all winter, forced prices down 0.25c per gal. in the last week of February. Sales of gasoline continued light with weather generally against any increase in demand.

Nightly near-zero temperatures most of the week caused demand for light fuels to rise to "brisk" pace. Sales to the trade were reported at various prices within ranges of quoted prices for both range oil and No. 2 fuel. Demand for heavy fuel was strong with two utility companies coming in for substantial amounts. One utility increased its requirements of No. 5 fuel at the last of the month 25% to total of 220,000 gals. of No. 5 fuel daily by increasing its change-over to oil to 55% from 30%.

Dwindling stock piles of coal raised question of effect Chicago's "brownout" and curtailment of manufacturing operations would have on heavy fuel demand. While some manufacturers were going to partial operations, other firms were seeking to convert from coal to oil, either totally or partially. Refiners said utilities outside the metropolitan Chicago area also were seeking supplies of heavy fuel for conversion purposes. In addition, government military installations were said to be looking for large quantities.

Prices for both premium-grade and regular-grade gasoline were down 0.25c on the lows with premium prices ranging from 12.1 to 12.625c; regular from 11.25 to 11.875c, Chicago District. Sales were reported at the lows.

WESTERN PENNA.

Foreign Inquiry for Lubes Picks Up

Foreign buyers were seeking substantial quantities of blended motor oil in Western Penna. market, according to reports from refiners late the past week. Earlier in fourth week of February refiners had indicated there was little lubricating oil activity except for good domestic shipments of branded oils. Neutral and bright stock prices remained unchanged.

Light products were active, with most refiners reporting fairly good gasoline shipments. Several sellers of kerosine and fuel oil said demand was strong and they were short of both products. At the same time, regular-grade gasoline was priced 0.8c lower in Pittsburgh dis-

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Crude Oil Prices

Southern Minerals Corp. drops Ricardo and Riviera, Tex., postings; adds 13 Texas pools to schedule (see p. 48).

For complete price schedules, see Feb. 22 NPN, p. 69-70.

trict, kerosine 0.25c lower in the Bradford-Warren district.

A Pittsburgh district refiner reported 0.8c reduction in his quotations for both regular and premium gasolines, to 12c and 13c, respectively. Although another refiner said he was building some gasoline inventory, the majority said demand was unusually good for the season and that no light products were going to storage.

A Bradford-Warren district refiner reduced his quotations for kerosine 0.25c to 9.5c. Most refiners reported good demand for kerosine and fair demand for No. 2 fuel from distributor buyers. Shipments of No. 2 fuel to industrial customers also were heavy.

Neutral and bright stock prices appeared steady although some sources declared early in week that both products were "easier" in inter-refinery trading. Later, however, neutral oil was described as "closely held" and a refiner-buyer said he had not been offered 25 pour 200 neutral "below 17c", 25 pour 150 "below 15c" which were the same as prices generally quoted to the trade. A broker disclosed purchase of "small quantity" of 25 pour 200 at 17c, for resale.

Export inquiries for blended motor oils totaled approximately 12,000 bbls.

Demand for wax and petrolatum continued good, the latter product especially strong. Domestic and foreign buying of finished grades of petrolatum was heavy. Green stocks, however, were more freely offered than in recent past.

Gasoline Stocks Continue Upward With Record 131,647,000 Bbls.

Gasoline inventories reached a record high for the second consecutive week on Feb. 18. Stocks were 131,647,000 bbls. compared with 129,362,000 bbls. on Feb. 11, according to API's report of refinery operations.

Crude runs to stills were off 84,000 bbls. Crude and condensate production averaged 4,996,850 b/d, an increase over the previous week of 45,600 b/d.

Refining Operations Summary
(U. S. totals—B. of M. basis)

Production	Week Ended Feb. 18	Week Ended Feb. 11	Increase or Decrease
		(thousands of bbls.)	
Crude runs—daily avg.	5,278	5,362	—84
Foreign crude included	406	481	—75
Percent operated	80.2	81.5	—1.3
Gasoline	17,617	17,887	—270
Kerosine	2,398	2,327	+71
Gasoline & dist. fuel	6,890	6,741	+149
Residual fuel oil	7,758	8,893	—935
Stocks			
Finished & unfinished gasoline	131,647	129,362	+2,285
Kerosine	17,116	17,120	—4
Gas oil & dist. fuel	58,090	60,602	—2,512
Residual fuel oil	51,336	52,865	—1,529

(Detailed statistics are published on p. 55-56.)

Day's supply of principal oil products, except gasoline, continued below last year during week ended Feb. 18. Following tabulation gives details:

Products	Week Ended 2-19-49	Week Ended 2-18-50
Finished & unfinished gasoline	55	58
Kerosine	57	41
Gas Oil & Distillate fuel	48	43
Residual fuel oil	40	34

These are NPN calculations. API U. S. total stocks figures for 1950 week shown in table were translated into terms of day's supply on basis of Bureau of Mines demand forecast for first quarter of 1950. Actual demand reported by bureau for February and March 1949 have been applied to API stocks figures to arrive at 1949 day's supply figures for comparison.

Arrow Petroleum Co. Is Low Bidder On Chicago's Fuel Oil Requirements

CHICAGO—Arrow Petroleum Co. was apparent low bidder on bulk of City of Chicago's nine-months requirements of fuel oil for various departments in bids opened here last week. Contracts are to run from April through December with city option to extend 90 days into 1951.

Tank Wagon Delivery

Bids were required on basis of being below, equal to, or above Stardard Oil Co. (Indiana) tank wagon prices for equivalent product and include State of Illinois 2% retail occupational tax.

	Cons. T.W.	Max. Price	Terms
Range Oil (57,500 gals.)			
Arrow Petroleum Co.	Equal to (13.3c)	13.3c	1%-10
Suburban Oil Co.	+0.062c(13.362c)	13.566c	1%-10
Apex Motor Fuel Co.	+0.47c(13.77c)	13.97c	Net
Deep Rock Oil Corp.	Equal to (13.3c)	None	Net
No. 1 Fuel (100,000 gals.)			
Arrow Petroleum Co.	Equal to (13.3c)	13.3c	1%-10
Suburban Oil Co.	+0.062c(13.362c)	13.566c	1%-10
Apex Motor Fuel Co.	+0.26c(13.56c)	13.56c	Net
Deep Rock Oil Corp.	Equal to (13.3c)	None	Net
No. 2 Fuel (300,000 gals.)			
Arrow Petroleum Co.	Equal to (12.3c)	12.3c	1%-10
Suburban Oil Co.	+0.042c(12.342c)	12.546c	1%-10
Apex Motor Fuel Co.	+0.246c(12.546c)	12.546c	Net
Deep Rock Oil Corp.	Equal to (12.3c)	None	Net
No. 5 Fuel (360,000 gals.)			
Arrow Petroleum Co.	—0.1c(8.75c)	8.85c	1%-10
Suburban Oil Co.	—0.027c(8.823c)	9.027c	1%-10
Apex Motor Fuel	+0.177c(9.027c)	9.02c	Net
Tank Car &/or Transport			
No. 5 Fuel (360,000 gals.): For delivery to three city asphalt plants. Bids are based on Standard Oil Co. (Indiana) tank wagon posting for Stanolex Fuel "A":			
Arrow Petroleum Co.			
by tank car	—0.1c(8.75c)	8.85c	1%-10
by truck	—0.08c(8.77c)	8.85c	1%-10
Apex Motor Fuel Co.			
by tank car	+0.177c(9.027c)	9.02c	Net
by truck	+0.177c(9.027c)	9.02c	Net
No. 6 Fuel (approximately 8,000 bbls.): By tank car delivery to be based on low of Group 3 prices published in *Chicago Journal of Commerce*:			
Arrow Petroleum Co.	+25c($1.70 bbl.)	None	1%-10
Pure Oil Co.	—3c($1.42 bbl.)	None	1%-10
Apex Motor Fuel	—5c($1.40 bbl.)	$2.95	Net

Crude and Products Price Index Drops

WASHINGTON—Bureau of Labor Statistics' oil price index is shown below for comparative weeks ended on dates specified (1947 equals 100):

Commodity	Feb. 21, 1950	Feb. 14, 1950	Feb. 22, 1949	% Change Feb. 14, 1950 to Feb. 21, 1950
Crude and products	112.0	112.3	117.8	—0.3
Crude	132.5	132.5	133.7	....
Refined products	108.1	108.3	114.6	—0.2
Gasoline	117.8	118.4	123.4	—0.5
Kerosine	118.9	119.4	130.5	—0.4
Distillate fuels	119.9	119.3	126.3	+0.5
Residual fuels	87.1	87.1	89.4	....
Lubricating oils	57.7	57.7	74.1	....
Natural gasoline	82.1	98.2	118.6	—16.4

Bureau's index for all commodities (about 900 using 1926 as base year) was up 0.2% for week ended Feb. 21.

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Prices at Refineries and Terminals and by Tank Wagon

PRICES IN EFFECT FEB. 27

Prices herewith are reproduced from Platt's OILGRAM Daily Oil Price Service, associated with National Petroleum News, whose representatives in all NPN-OILGRAM offices devote their time exclusively to reporting oil industry prices everywhere.

Prices shown in tables are sales prices or quotations or general offers or posted prices by refiners, by pipeline terminal operators, and by tanker terminal operators; for current sales and shipments; for the business day or period stated; except Tank Wagon prices, prices are for bulk lots such as tank car, truck transport, barge; prices applying to barges or cargoes or truck transport lots only, so designated; FOB refineries or terminals; in cents per gal., except per bbl. where $ sign is shown; wax and petrolatums in cents per pound; ex all fees and taxes; for crude oil and its products lawfully produced and transported; reported as received by *OILGRAM* and National Petroleum News but not guaranteed; for subscribers' private use only and not for resale or distribution or publication. During periods of short supply, some sellers, and at times all sellers, withhold quotations to new customers or the posting of firm prices but give *OILGRAM* the prices they otherwise would quote to the trade in general and which they confine to their regular customers only. Octane ratings are ASTM; Research Method ratings, indicated by letter R, are minimum ratings; Motor Method ratings are indicated by letter M. Parenthetical figures before and after prices indicate number of companies quoting the lows and highs of the ranges. For further details of price conditions apply to any *NPN—OILGRAM* office or see back of any *OILGRAM* Price Service invoice.

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GASOLINE

Oklahoma (Group 3)

86 Oct. R Prem.	(1)10.25–11.375(1)
80 Oct. R Reg.	(2)9.5–10.125(1)
60 Oct. M & Below	(1)8.5–9.5(1)

MIDWESTERN (Group 3 basis)

86 Oct. R Prem.	(1)10.25–11.375(1)
80 Oct. R Reg.	(3)9.5–10.125(1)
60 Oct. M & below	(1)8.5–9.5(1)

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

82 Oct. R Prem.	11(2)
86 Oct. R Prem.	(2)11–12.75(1)
93 Oct. R Prem.	(1)12–13.175(1)
76 Oct. R Reg.	(2)10–10.25(1)
80 Oct. R Reg.	(2)10–10.75(1)
84 Oct. R Reg.	(2)10.75–11.175(1)
60 Oct. M & Below	(1)9.375–10.3(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

82 Oct. R Prem.	(1)11–11.5(1)x
86 Oct. R Prem.	(1)11–11.75(1)x
93 Oct. R. Prem.	12(1)
76 Oct. R Reg.	(1)10–10.75(1)
80 Oct. R Reg.	(1)10–10.75(1)x
84 Oct. R Reg.	11.25(1)
60 Oct. M & Below	(1)9.375–10(2)

E. TEX. (Truck tnspt.)

86 Oct. R Prem.	(2)11–12.5(1)
80 Oct. R Reg.	(2)10–11(1)
60 Oct. M & Below	(2)9.25–10.5(1)

CENT. W. TEX. (Truck Transpt.)

82 Oct. R Prem.	(1)11.25–11.5(1)
86 Oct. R Prem.	(1)11.25–11.5(1)
93 Oct. R Prem.	12(1)
76 Oct. R Reg.	10.5(1)
80 Oct. R Reg.	10.5(1)
84 Oct. R Reg.	11.25(1)
60 Oct. M & Below	(1)9.5–10.4(1)

ARK. (For shipment to Ark. & La.)

86 Oct. R Prem.	10.875(1)
80 Oct. R Reg.	9.875(1)
60 Oct. M & Below	8.75(1)

KANSAS (For Kansas destinations only)

82 Oct. R Prem.	x(1)10.5–11.75(1)
86 Oct. R Prem.	x(1)10.5–12(1)
76 Oct. R Reg.	x(1)9.9–10.75(1)
80 Oct. R Reg.	x(1)9.9–11(1)
60 Oct. M & Below	x(1)9–10.25(1)

WESTERN PENNA.

Bradford-Warren:

86 Oct. R Prem.	13.25(2)
83 Oct. R Reg.	12(2)

Oil City:

86 Oct. R Prem.	(1)12.5–13(2)
83 Oct. R Reg.	(1)11.5–12.1(1)

Pittsburgh:

86 Oct. R Prem.	13(2)
83 Oct. R Reg.	12(1)

CENTRAL MICHIGAN

(FOB Central Michigan refineries)

82 Oct. R Prem.	(1)12.75–13(1)
86 Oct. R Prem.	(1)13.25–13.75(2)
76 Oct. R Reg.	(2)11.75–12.5(1)
80 Oct. R Reg.	(3)12–12.75(1)
Str. run gasoline, excl. Detroit shpt.	(1)9.75–11.625(1)

OHIO—Quotations of S. O. for delivery to Ohio points:

83 Oct. R Reg.	13.0

CALIFORNIA

Los Angeles dist.:	
80-82 Oct. M Prem.	(1)12.75–16.1(1)
74-76 Oct. M Reg.	(1)11.6–13.6(2)
San Fran. dist.:	
80-82 Oct. M Prem.	(1)15.85–16.6(1)
74-76 Oct. M Reg.	(1)13.85–14.1(1)
San Joaquin Valley:	
80-82 Oct. M Prem.	(1)15.85–16.6(1)
74-76 Oct. M Reg.	(1)13.85–14.1(1)

LUBRICATING OILS

WESTERN PENNA.

Prices are for sales made, or offers reliably reported, to jobbers & compounders only.

VISCOUS NEUTRALS—No. 3 col. Vis. at 70° F. 200 Vis. (180 at 100°) 420-425 fl.

0 p.t.	(1)20.5–21.5(1)
10 p.t.	(1)19.5–20.5(1)
15 p.t.	(1)18.5–19.5(1)
25 p.t.	(7)17–18(1)
150 Vis. (143 at 100°) 400-405 fl.	
0 p.t.	(1)18.5–19.5(1)
10 p.t.	(1)17.5–18.5(1)
15 p.t.	(1)16.5–17.5(1)
25 p.t.	(4)15–16(1)
Bright Stock. 145-155 vis. at 210°, 540-550 fl., No. 8 col.	
10 p.t.	(1)19.5–20.5(1)
15 p.t.	(1)18.5–19.5(1)
25 p.t.	17

CYLINDER STOCKS:

600 S.R. filterb'l.	(3)11–12.5(2)
650 S.R.	(3)12–13.5(2)
800 fl.	(3)14–18(1)
630 fl.	18(4)

MIDCONTINENT LUBES

FOB Tulsa basis. Bright Stocks, vis. at 210° Neutrals, vis. at 100°, 0-10 p.p.

Neutral Oils—Conventional

Pale Oils	Col.	
60-85 vis.	2	(1)10–11(1)
86-110 vis.	2	(1)10.5–11.25(1)
150 vis.	3	(1)10.75–12(1)
180 vis.	3	(1)11.5–12.5(1)
200 vis.	3	(1)11.5–12.5(1)
250 vis.	3	(1)13–14(1)
285 vis.	3	(2)13–14(1)
300 vis.	3	13.5(2)

Bright Stock—Conventional

200 vis. D:	
10-25 p.p.	21(1)
150-160 vis. D:	
0-10 p.p.	17(3)
10-25 p.p.	(1)16.5–17(1)
120 vis. D:	
0-10 p.p.	(1)16–16.5(2)

Bright Stock—Solvent

150-160 vis. 0.10 p.p., 95 v.i.	(1)19–20.5(1)

Neutral Oils—Solvent

170-180 vis., 98 v.i.	(1)12.5–13.5(1)
200-210 vis., 90-95 v.i.	(1)13.5–14.5(1)x
300 vis., 95 v.i.	15.5(1)x
600 s. r. olive green	(1)13–14(1)

SOUTH TEXAS (Neutral Oils)

(Vis. at 100° F. FOB refineries for domestic and/or export shipment.)

PALE OILS:

VIS.	COLOR	
100	1½-2½	9.5(5)
200	No. 2-3	10.5(5)
300	No. 2-3	11.25(5)
500	No. 2½-3½	12(5)
750	No. 3-4	12.75(5)
1200	No. 3-4	(4)13.5–14(1)
2000	No. 4	(1)14–14.5(5)

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MOTOR OILS
"Penna. Grade Crude Oil Assn"
Permit No. 11

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT FEB. 27

(SOUTH TEXAS Con't.)

RED OILS:

100	No. 5-6	9.5(4)
200	No. 5-6	10.5(5)
300	No. 5-6	11.25(5)
500	No. 5-6	12(5)
750	No. 5-6	12.75(5)
1200	No. 5-6	(4)13.5-14(1)
2000	No. 5-6	(1)14-14.5(5)

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KEROSINE, GAS & FUEL OILS

OKLAHOMA (Group 3)

41-43 w.w.	(4)8.5-9(1)
42-44 w.w.	(4)8.5-9.125(1)
Range oil	(1)8.25-8.75(1)
58 & above D.I. diesel	(3)8.25-8.75(1)
No. 1 p.w.	(5)8.25-8.625(1)
No. 1 straw	(5)8.25-8.625(1)
No. 2 straw	(5)7.625-8.5(1)
No. 3	(1)7.25-7.5(1)
No. 6	(2)1.40-1.65(1)

MIDWESTERN (Group 3 basis)

41-43 w.w.	(1)8.5-9(1)
42-44 w.w.	(4)8.5-9.125(1)
Range oil	(1)8.25-8.6(1)x
58 & above D.I. diesel	(2)8.25-9(1)x
No. 1 p.w.	x(4)8.25-8.5(2)
No. 2 straw	(1)7.5-8(1)x
No. 6	(1)$1.40-1.50(1)x

N. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	(1)8.5-9.6(1)
42-44 w.w.	(1)8.75-9(1)
58 D.I.	(2)8.25-9.8(1)
No. 2 straw	(1)8.25-8.75(1)
No. 6 fuel	$1.40(1)

W. TEX. (For shpt. to Tex. & N.M. dest'ns.)

41-43 w.w.	...
42-44 w.w.	10.5(1)
No. 1 straw	9.25(2)
No. 2 straw	(1)8.5-9.25(1)
No. 6 fuel	(1)$1.50-1.80(1)

E. TEX. (Truck trnspt.)

41-43 w.w.	(1)8.6-9.25(2)
42-44 w.w.	(1)8.6-9.5(1)
58 & above D.I. diesel	(1)8-9(1)
No. 2 fuel	(1)8-9.25(1)
No. 6	(1)$1.25-1.70(1)

CENT. W. TEX. (Truck trnspt.)

41-43 w.w.	(1)9-9.5(1)
58 & above D.I. diesel	(1)8.75-9.25(1)
U.G.I. gas oil	8.5(1)
No. 1 fuel	9.25(1)
No. 2 fuel	9(1)
No. 5 fuel	$2.00(1)
No. 6 fuel	(1)$1.35-2.00(1)

KANSAS (For Kansas destinations only)

42-44 w.w.	(1)8.75-9.875(1)
58 & above Diesel	(2)8.875-9.5(1)
No. 1 fuel	(2)8.6-9.625(1)
No. 2 fuel	(1)7.875-9.375(1)
No. 4 fuel	$2.77(1)
No. 5 fuel	x(1)$2.00-2.27(1)
No. 6 fuel	(1)$1.40-1.77(1)

ARK. (For shipment to Ark. and La.)

42-44 w.w.	8.625(1)
Tractor fuel	8.875(1)
Diesel fuel 52 & below	8.125(1)
Diesel fuel 58 & above	8.5(1)
No. 2 fuel	7.75(1)
No. 3 fuel	7.375(1)
No. 4 fuel	$2.05(1)
No. 5 fuel	$1.85(1)
No. 6 fuel	$1.70(1)

WESTERN PENNA.

Bradford-Warren:

Kerosine	x(1)9.5-10(1)
No. 1 fuel	...
No. 2 fuel	(2)9.25-9.5(1)
No. 3 fuel	(1)9-9.25(1)
36-40 gravity	(1)9-9.25(1)

Oil City:

Kerosine	x(3)10-10.25(1)x
No. 1 fuel	x9.5(2)
No. 2 fuel	(2)9-9.5(2)
No. 3 fuel	9(2)
36-40 fuel	9(3)

Pittsburgh:

Kerosine	10(3)
No. 1 fuel	9.5(1)
No. 2 fuel	(1)9-9.5(1)
No. 3 fuel	9(1)
36-40 fuel	9(1)

CENTRAL MICHIGAN

(FOB Central Michigan refineries.)

Range oil	(2)11-11.8(1)
46-49 w.w. kero.	(1)11.05-11.8(2)
P.W. distillate	(1)10.75-11.5(1)
No. 2 light straw	(1)10-11.1(1)
No. 3 straw	(2)10-10.75(1)
U.G.I. gas oil	(1)8-9.5(1)
No. 5 fuel	(2)6.75-7.7(1)
No. 6 fuel	(4)6.5-7.5(1)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

Kerosine	11.5

CALIFORNIA

San Joaquin Valley:

40-43 w.w.	(1)12.6-15.6(1)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-14.5(1)
Stove dist. (PS 100)	(1)11.5-13.3(1)

Los Angeles:

40-43 w.w.	(1)12.1-15.1(2)
Heavy fuel (PS 400)	(1)$1.25-1.50(2)
Light fuel (PS 300)	(1)$1.65-2.05(3)
Diesel fuel (PS 200)	(1)8.1-11(2)
Stove dist. (PS 100)	(1)9-12.5(2)

San Francisco:

40-43 w.w.	(1)12.6-15.6(1)
Heavy fuel (PS 400)	$1.55(2)
Light fuel (PS 300)	$2.10(2)
Diesel fuel (PS 200)	(1)10-11.5(1)
Stove dist. (PS 100)	(1)11.5-13.3(1)

Natural Gasoline

(Group 3 & Breckenridge prices are to blenders on freight Basis shown below. Shipments may originate in any Mid-Continent manufacturing district.)

FOB GROUP 3

Grade 26-70 ... x4-4.5(Sale)

FOB BRECKENRIDGE

Grade 26-70 ... x3.75(Sale)

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QUALITY — PRICE
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ACME REFINING CORPORATION
12-34 LISTER AVE., NEWARK 5, N. J.

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT FEB. 27

CHICAGO DISTRICT PRICES

Prices to jobbers & distributors in tank car and/or truck transport lots FOB refineries, pipe line terminals and inland waterway barge terminals.

Motor Gasoline

86 Oct. R Prem.	x(1)12.1-12.625(1)
89 Oct. R Reg.	x(2)11.25-11.875(1)

Light Fuel Oils

Range oil	(1)10.25-10.9(1)
No. 2 Fuel	(2)9.25-10.125(1)

Heavy Fuel Oils

No. 5, low sulfur	(1)7.35-7.5(1)
No. 5, high sulfur	(1)7.3-7.46(1)
No. 6, low sulfur	
No. 6, high sulfur	(1)6.2-6.75(1)

WAX

WESTERN PENNA. (T.C., in Bulk)

White Crude Scale:

122-124 A.m.p.	(3)3.5-3.75(2)
124-126 A.m.p.	(3)3.5-3.75(2)

SEABOARD

Melting points are AMP, 3° higher than EMP. Prices are for carload lots; domestic prices are FOB refinery; scale in bags or bbls.; fully refined, slabs loose. Export prices are FAS; scale in bags or bbls.; fully refined in bags or cartons.

Crude Scale	New Orleans Export	N.Y. Domestic	N.Y. Export
124-6 wh.		4.75(2)	4.75(2)
Fully Refined:			
123-5		6.35(2)	
125-7		6.35(3)	(1)7.05-7.2(1)
128-30		6.35(3)	(1)7.05-7.2(1)
130-32		6.40(1)	7.15(1)
133-5		6.45(3)	(1)7.15-7.3(1)
135-7		6.6(2)	7.45(1)
138-40		7.05(3)	(1)7.75-7.9(1)
143-5		7.3(2)	(1)8-8.1(1)
149-51		10.95(1)	11.5(1)

NAPHTHAS AND SOLVENTS

(FOB Group 3)

Stoddard solvent	(2)10.375-10.625(1)
Cleaners naphtha	9.875(4)
V.M.&P. naphtha	(4)10.875-11.125(1)
Mineral Spirits	9.875(5)
Rubber solvent	(1)10.375-10.875(3)
Lacquer diluent	(2)11.125-11.375(2)
Benzol diluent	12.125(3)

WESTERN PENNA.

Oil City:

Stoddard solvent	12.25(1)

Pittsburgh:

Untreated naphtha	12.75(1)
Stoddard solvent	(1)12.25-13(1)

OHIO—Quotations of S.O. Ohio for delivery to Ohio points:

VM&P Naphtha	16.0
Mineral Spirits & Stoddard Solvent	15.5
Rubber Solvent	15.0

E. TEXAS (Truck Trnspt.)

Stoddard Solvent	(1)10-10.75(1)

CENT. W. TEX. (Truck Trnspt.)

Stoddard Solvent	10.25(1)

KANSAS (For Kan. Dest'n. only)

Stoddard Solvent	11.375(1)

ATLANTIC COAST

	V.M.&P. Naphtha	Mineral Spirits
New York Harbor	15(4)	14(5)
Philadelphia	15(4)	(4)13-14(1)
Baltimore		13.5(3)
Boston	15.5(4)	14.5(5)
Providence	15.5(1)	14.5(3)

ATLANTIC & GULF COASTS

Prices are of refiners, FOB their refineries & tanker terminals, and of tanker terminal operators, FOB their terminals. Ships' bunkers prices are exclusive of lighterage.

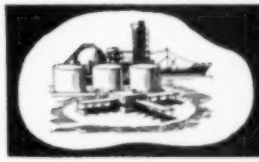
District	86 Oct. R Prem. Gasoline	90 Oct. R Prem. Gasoline	79 Oct. R Reg. Gasoline	83 Oct. R Reg. Gasoline	Kerosine No. 1 Fuel
N. Y. Harbor	(1)12-14.2(1)			(1)10.75-12.7(1)	(2)8.9-9.2(12)
do barges	(1)11.7-14.1(1)	13.45(1)		(1)10.5-11.5(1)	(2)8.8-9.1(12)
Albany	(1)13.95-14.3(1)	(1)13.95-14.2(1)		12.7(7)	x(1)9.5-9.8(8)
Baltimore	x(1)11.6-13.7(1)	(2)13.35-13.7(1)		x(2)10.6-12.2(2)	9.3(10)
do barges	x11.5(1)	13.25(1)		x(1)10.5-12(1)	9.2(4)
Baton Rouge	11.6(1)		10.6(1)		9.2(1)
do barges	11.6(1)		10.6(1)		
Boston	(1)12.2-14(2)	(1)13.75-14.5(1)		(1)11.2-12.5(8)	x(1)9.1-9.5(11)
Charleston	(1)12.4-13.475(1)	13.45(1)		(1)11.4-11.75(1)	9.4(5)
Corpus Christi	12(1)	13(1)		11(2)	
Houston	11.75(1)	(1)13.15-13.3(1)		(1)10.75-11.3(1)	(1)9.25-10.25(1)
do barges	(1)11.5-12(1)	(1)12-13.3(1)		(1)10.75-11.3(1)x	(1)8.25-9.25(1)
Jacksonville	(1)12.6-12.8(4)	12.8(1)		(1)11.6-11.8(8)	10(11)
Miami	12.8(4)			11.8(4)	10(3)
Mobile	12.6(2)	12.6(1)		11.6(3)	9.8(4)
New Haven	(1)13-14.2(1)	14(1)		12.5(3)	(7)9.3-9.4(1)
New Orleans	(1)11.5-11.8(1)		(1)10.75-10.8(1)	10.8(1)	(1)9.45-9.5(4)
do barges	(1)11.5-11.8(1)		(1)10.75-10.8(1)	10.8(1)	8.95(1)
Norfolk	(1)12.1-12.3(1)	13.5(1)		(1)11.1-11.5(1)	(5)9.5-9.6(1)
Pensacola	12.6(1)			11.6(1)	9.8(2)
Philadelphia	(1)13.2-13.35(1)	(2)13.35-14.3(1)		(2)12.1-12.8(2)	(8)8.9-9.3(2)
do barges	(1)13.1-13.25(1)	13.25(1)		(1)12-12.1(1)	(7)8.8-9.2(1)
Port Everglades	12.8(4)	12.8(1)		11.8(6)	10(6)
Portland	(1)13.75-13.8(2)	(1)13.75-13.8(1)		(3)12.3-12.5(1)	9.6(8)
Providence	(1)13.75-14(2)	(1)13.75-14(1)		12.5(3)	x(1)8.95-9.5(6)
Savannah	12.8(4)	12.8(1)		11.8(7)	10(9)
Tampa	(4)12.6-13.1(1)	12.6(1)		(5)11.6-12.1(2)	9.8(7)
Wilmington, N. C.	(2)12.05-13.45(1)	13.45(1)		(2)11.05-11.45(2)	9.5(7)

District	No. 2 Fuel	Gas House Gas Oil	No. 5 Fuel (8-10 p.t.)	No. 5 Fuel (15-60 p.t.)	Diesel Oil Shore Plants (50 cet., 55 d.t.)
N.Y. Harbor	(3)7.8-8(15)	(1)8.1-8.5(1)	(8)$2.62-2.75(2)	$2.38(1)	(5)8.4-8.5(1)
do barges	x(2)7.4-7.9(11)	8.4(1)	(8)2.50-2.72(2)	2.35(1)	
Albany	x(1)8.3-8.8(7)	9.3(1)	3.04(1)		9.2(3)
Baltimore	x(1)7.8-8.2(8)	8.3(1)	2.67(1)	2.38(1)	(1)8.5-8.6(5)
do barges	x(1)7.7-8.1(2)		2.64(1)	2.35(1)	
Baton Rouge	7.9(1)	8.3(1)		2.09(1)	8.3(1)
do barges	7.9(1)			2.06(1)	
Boston	x(1)8-8.4(12)	9.3(1)	2.75(2)	2.67(5)	(5)8.4-8.9(1)
Charleston	8.6(3)			2.38(2)	8.7(2)
Houston	(2)8.25-8.5(1)				(1)7.2-8.5(1)
do barges	(1)7-7.25(1)		2.25(1)		
Jacksonville	9.1(6)				9.1(6)
Miami	9.1(4)				9.1(2)
Mobile	9(2)				9(1)
New Haven	(1)7.8-8.1(7)				(2)8.5-8.6(1)
New Orleans	(1)8-8.2(3)				(1)8.2-8.6(2)
do barges	(1)7.75-8.2(1)				
Norfolk	(4)8.6-8.8(1)	9(1)		2.43(2)	9(3)
Pensacola	9(1)				9(1)
Philadelphia	(8)7.8-8.2(2)	8.3(1)	2.75(1)	2.67(5)	*8.2(6)x
do barges	(7)7.7-8.1(1)				
Pt. Everglades	9.1(4)				9.1(3)
Portland	8.5(8)	8.5(1)			(1)8.8-8.9(2)
Providence	x(1)7.85-8.4(7)	8.5(1)	2.765(1)	2.665(2)	8.8(3)
Savannah	9.1(6)				9.1(5)
Tampa	9(5)				9(6)
Wilmington, N. C.	8.6(7)	8.6(1)			8.7(2)

* Correct price for Feb. 20 was x(1)8.2-8.6(5); shown incorrectly in Feb. 22 NPN.

District	No. 6 Fuel	No. 6 Fuel Barges	Bunker C Fuel Ships' Bunkers	Heavy Diesel Ships' Bunkers	Light Diesel Ships' Bunkers (45 cet., 43 d.t.)
N. Y. Harbor	(7)$2.05-2.15(1)	$2.05(13)	$2.05(11)	$3.28(3)	$3.53(5)
Albany	2.35(1)				
Baltimore	2.08(5)	2.05(3)	2.05(3)	3.28(1)	3.53(4)
Baton Rouge	1.78(1)	1.75(1)	1.75(2)	3.10(1)	3.35(1)
Boston	2.10(9)	2.10(5)	2.10(4)		3.61(3)
Charleston	2.03(2)	2.00(3)	2.00(3)		3.53(2)
Corpus Christi	1.78(1)	1.75(1)	1.75(3)	3.15(1)	
Houston	(2)1.75-1.80(1)	1.75(7)	1.75(10)	3.10(5)	(5)3.35-3.36(1)
Jacksonville	2.02(6)	2.00(6)	2.00(6)		3.822(4)
Miami	1.98(1)	1.95(2)	1.95(3)		3.622(1)
Mobile	1.88(1)	1.85(1)	1.85(1)		
New Haven	2.10(2)	2.05(1)	2.05(1)		
New Orleans	1.78(3)	1.75(3)	1.75(4)	3.10(2)	3.35(3)
Norfolk	2.08(3)	2.05(4)	2.05(4)		3.53(3)
Pensacola	2.00(1)	2.00(1)	2.00(1)		
Philadelphia	2.08(7)	2.05(8)	2.05(8)	3.28(2)	3.53(5)
Pt. Everglades	(1)1.97-1.98(1)	1.95(2)	1.95(3)		3.822(2)
Portland	2.13(2)	2.10(1)	2.10(1)		3.65(1)
Providence	2.075(5)	2.075(2)	2.075(3)		(1)3.57-3.61(1)
Savannah	2.03(4)	2.00(4)	2.00(5)		(1)3.82-3.823(3)
Tampa	1.92(5)	1.89(5)	1.89(5)		3.75(4)
Wilmington, N. C.					3.53(3)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings, where used, are indicated by the letter "M".



ROY M. HENWOOD ASSOCIATES
ENGINEERS • ARCHITECTS
140 CEDAR STREET NEW YORK 6, N. Y.
Tel. WOrth 4-6485
ENGINEERING SERVICE TO THE PETROLEUM INDUSTRY

OIL PRICE SECTION

Refinery & Terminal Prices (Continued)

PRICES IN EFFECT FEB. 27

GULF COAST—CARGOES, DOMESTIC & EXPORT, ALL PORTS

Cargo prices are FOB ship at Gulf, minimum of 20,000 bbls., and are by refiners only to other refiners, export agents, or tanker terminal operators. The figure in parentheses after each price indicates the number of companies quoting that price.

Aviation Gasoline	
Grade 115/145 (AN-F-48)	17.25(2)
Grade 100/130 (AN-F-48)	16(3)–16.25(1)
Grade 91/98 (AN-F-48)	14.5(1)–15.25(1)
Grade 80 (AN-F-48)	14.25(1)
Motor Gasoline Leaded	
86 Oct. R (Premium)	9.625(1)–9.75(1)–11(1)–11.25(1)
90 Oct. R (Premium)	10.375(1)–11(1)–11.5(2)–12(1)x
79 Oct. R (Regular)	9(1)–9.25(3)–10(2)
83 Oct. R (Regular)	9.375(1)–9.5(1)–9.75(1)–10(2)–10.5(3)
70-72 Oct. M	8.625(1)–9(2)–9.25(2)
Kerosine & Light Fuels	
41-43 kerosine	8(3)–8.5(3)–9(2)
No. 2 Fuel	6.75(3)–7(3)–7.25(1)–7.5(1)–8(1)
Diesel & Gas Oils	
43-47 Diesel index	6.875(1)–7.125(1)–7.25(1)
48-52 Diesel index	7(1)–7.25(1)–7.375(1)–7.5(1)
53-57 Diesel index	7.125(1)–7.375(1)–7.5(1)
Heavy Fuels	
No. 5 Fuel, 0-10 p.t.	$2.25(3)–$2.35(1)
Bunker C Fuel	1.65(3)–1.75(1)

Research octane ratings, indicated by the letter "R", are minimum ratings. Motor Method octane ratings where used, are indicated by the letter "M".

AVIATION GASOLINE & JET PROPULSION FUELS

(Prices are for tank cars, barge or truck transport lots; aviation gasolines meet Specification AN-F-48, unless otherwise noted; jet fuel meets AN-F-32.)

	Aviation Gasoline				
District	Grade 115/145	Grade 100/130	Grade 91/98	Grade 80	Jet Fuel (JP-1-2)
New York, N. Y.	....	18.1(2)	(1)16.6–16.7(1)	(1)15.7–15.85(1)	....
Boston, Mass.	....	18.2(1)	16.7(1)	15.95(1)	....
Portland, Me.	....	....	....	17.8(1)	....
Phila., Pa.	....	....	....	....	....
Baltimore, Md.	....	18.1(1)	16.6(1)	15.85(1)	....
Norfolk, Va.	....	18.1(1)	16.6(1)	15.85(1)	....
Charleston, S. C.	....	18(1)	16.5(1)	15.75(1)	....
New Orleans, La. (Baton Rouge)	....	17(1)	15.5(1)	14.75(1)	....
Houston, Tex.	18.75(1)	17(2)	15.5(2)	14.75(2)	9.6(1)

LAKE PORT TERMINAL PRICES

	Buffalo	Cleveland	Detroit	Toledo
78-80 Oct. M (Prem.)	15(2)	.....	.....	.....
74-76 Oct. M (Reg.)	13.5(2)	.....	.....	.....
Kerosine	11.1(2)	.....	.....	10.75(1)
Diesel Fuel	10.4(2)	.....	10.15(2)	9.25(1)
No. 1 Fuel	.....	.....	10.9(2)	10.35(2)
No. 2 Fuel	9.9(2)	.....	10.15(2)	9.1(2)
No. 3 Fuel	.....	.....	.....	.....
No. 5 Fuel	.....	8.7(1)	7.35(2)	(1)7.25–7.75(2)
No. 6 Fuel	7.7(2)	8.35(1)	7.1(2)	(1)7–7.5(2)

TANKER MARKET REPORT

(Ocean Freight Rates)

Supplied by Dietze Inc., New York, N. Y., oil & ship brokers and tank steamer chartering agents. All rates shown are on basis of tons of 2240 pounds, unless otherwise stated are for vessels over 14,000 TDW, and unless otherwise stated are in dollars per ton. For purposes of rate calculation only, it has been assumed that New York is the port of discharge whenever the range USNH appears. Approximate rates in cents per bbl. may be determined by dividing per-ton rate by following conversion factors: gasoline, 8.7; kerosine, 7.9; No. 2 fuel, 7.5; 30 gravity crude, 7.3; No. 5 fuel, 6.9; Bunker "C" fuel, 6.5.

			LAST PAID	OWNERS ASK	SCHEDULED RATES 6/30/48
Gulf	New York	(Clean)	$ 1.43	$ 1.57	$ 2.85
		(Dirty)	1.50	1.57/1.71	2.85
NWI	U.K. Continent	.....	4.06	4.06	6.55
Ras Tanura	U.K. Continent	.....	6.54	6.81/7.09	10.90
Ras Tanura	USNH	.....	7.30	7.62/8.26	12.70
Los Angeles	USNH	.....	4.40	4.65/4.84	7.75

UNITED STATES FLAG

VESSEL	TDW	CARGO	TRADE	RATE	LIFTING
2/16 Rosina Marron	15,500	Dirty	USGulf/USNH	$1.50	Early Mar.
2/16 John Stagg	9,500	Molasses	1 port N.S.Cuba/USNH—2 consees.	2.23	Late Feb.
2/16 Eliza Jane Nicholson	9,500	Molasses	1 port N.S.Cuba/USNH—2 consees.	2.23	Late Feb.
2/16 Mostank	9,500	Molasses	1 port N.S.Cuba/USNH—2 consees.	2.23	Late Feb.
2/17 Sun T-2	15,500	Dirty	USGulf/USNH	1.50	Late Feb.
2/17 Jungsburg	15,000	Dirty	Caribbean/Antwerp	4.00	Early Mar.
2/17 Fort Meigs	15,500	Dirty	USGulf/USNH	1.57	Late Feb.
2/17 Spirit of Liberty	15,500	Dirty	USGulf/USNH	1.50	Mid March
2/17 America Sun	17,000	Dirty	USGulf/USNH	1.50	Early Mar.
2/20 Conoco Lake Charles	15,500	Dirty	USGulf/USNH	1.50	Mid March
St. Christopher	15,500	Dirty	Ras Tanura/French Atlantic	6.54	Mid April
Destiny	15,500	Dirty	Ras Tanura/French Atlantic	6.54	March

FOREIGN FLAG

Ariston	14,000	Dirty	NWI/UKCont.	32/6d	March
Agerson (metric)	8,000	Creosote	Tmuiden/Savannah and Galveston	$4.00	Late Feb.
Neste	7,000	Gasoil	LaMede/Rotterdam	26/-d	March
			Option Hamburg	26/6d	
Southern Atlantic	13,000	Vegoil	River Plate/UKCont.	57/6d	Mar./Apr.
Ima	10,000	Dirty	Persian Gulf/Norway	60/-d	Early Apr.
Mosli	11,500	Dirty	Persian Gulf/Norway	60/-d	Early Apr.
Obrina	9,000	Dirty	Ras Tanura/Venice	$5.75	April

PETROLATUMS

WESTERN PENNA.

(Bbls., carloads; tank car, 1 to 1.5c less.)

Snow White	(1)6.375–7.25(2)
Lily White	(1)6.125–6.375(1)
Cream White	(1)5.75–6.125(1)
Light Amber	(1)4–4.5(1)
Amber	(2)4.125–4.25(1)
Red	3.875(2)

LPG PRICES

(Of refiners, FOB refineries, in cents per gal., tank cars or transport trucks)

District	Commercial Propane	Industrial Propane	Commercial Butane	Industrial Butane
N.Y. Harbor	6.25(1)	6.25(1)	....	....
Philadelphia	6.25(1)	6.25(1)	....	....
Baltimore	....	....	....	....
Hastings	....	....	....	....

MID-CONTINENT LUBES AT GULF

(In packages, FAS, New Orleans; in bulk FOB terminals)

Bright Stock D color, Vis. at 210°	Steel Drums	Bulk
150 vis., 0-10 pp.	(1)29.5–30(1)	(1)18–19.8(1)
Neutral Oil	**Col.**	
200 vis.	3	15.3(1)

PACIFIC COAST

(In Ships' Bunkers, Diesel Fuel or Deep Tank Lots)	(F.S. 200)	Bunker C Fuel (F.S. 400)
San Pedro, Calif.	$3.35(4)	$1.25(4)
San Francisco	3.56(4)	$1.30(4)
Portland, Ore.	3.77(4)	$1.55(4)
Seattle, Wash.	3.77(4)	$1.55(4)

MEXICAN BUNKER PRICES

	Mexican Gulf Ports U.S. Dollars per Bbl. Bunker C (Ships' Bunkers)	Diesel (Ships' Bunkers)
Tampico	$1.75	$3.75
Veracruz	$1.75	....
Minatitlan	$1.75	3.75
Pacific Coast		
Guaymas	$3.16	$3.95
Manzanillo	3.16	3.66
Salina Cruz	3.16	3.50

LUBE COLORS GASOLINE

Fluorescent color for solvent extracted and additive lube oils.

Petroleum Colors

PATENT CHEMICALS, INC.
PATERSON 4, N. J.

Commercial or consumer tank car, tank wagon, dealer and service station prices for gasoline do not include taxes; they do, however, include inspection fees as shown in next column. Gasoline taxes, shown in separate column, include 1.5c federal, and state taxes; also city and county taxes as indicated in footnote. Kerosine tank wagon prices also do not include taxes; kerosine taxes where levied are indicated in footnotes. Dealer discounts are shown in footnotes. These prices in effect Feb. 27, 1950, as posted by principal marketing companies at their headquarters offices, but subject to later correction.

Inspection fees per gal., included in both gasoline and kerosine prices, unless otherwise specified, are as follows:

Ala. 1/40c on gasoline; Ark. 1/20c; Fla. 1/8c; Ill. 3/100c; Ind. 2/25c; Kans. 1/100c; La. 1/32c; Minn. 5/200c; Mo. 1/25c; Neb. 2/100c; Nev. 1/20c; N. C. 1/4c; N. D. 1/20c; Okla. 2/25c; S. C. 1/8c; S. D. 1/40c; Tenn. 2/5c; and Wisc. 3/100c.

Kerosine inspection fees only: Ala. 1/2c; Iowa 1/50c; Mich. 1/5c.

ATLANTIC REFINING

	Atlantic White Flash (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Philadelphia, Pa.	12.8	6.5	12.1
Pittsburgh	14.7	6.5	13.25
Allentown	14.4	6.5	12.7
Erie	14.7	6.5	13.25
Scranton	14.7	6.5	13.0
Altoona	14.7	6.5	13.25
Emporium	14.7	6.5	13.25
Indiana	14.7	6.5	13.25
Uniontown	14.7	6.5	13.25
Harrisburg	14.4	6.5	12.7
Williamsport	14.7	6.5	13.0
Dover, Del.	13.4	6.5	11.9
Wilmington	13.4	6.5	11.9
Boston, Mass.	13.7	4.5	....
Springfield	14.6	4.5	....
Worcester	14.0	4.5	....
Fall River	13.7	4.5	....
Hartford, Conn.	14.1	5.5	....
New Haven	13.8	5.5	....
Providence, R. I.	13.7	5.5	....
Atlantic City, N. J.	13.3	4.5	12.3
Camden	13.3	4.5	12.3
Trenton	13.3	4.5	12.2
Baltimore, Md.	13.2	6.5	....
Hagerstown	14.0	6.5	....
Richmond, Va.	13.4	7.5	13.0
Wilmington, N. C.	13.7	7.5	....
Brunswick, Ga.	15.3	8.5	....
Jacksonville, Fla.	14.6	8.5	....

	Mineral Spirits T.W.	V.M.&P. T.W.
Philadelphia, Pa.	18.00	16.5
Pittsburgh, Pa.	17.5	18.5

	Fuel Oils—T.W. 1	2	5	6
Phila., Pa.	12.1	10.8	7.46	5.95
Pittsburgh	....	11.75	....	....
Allentown	12.7	11.4	....	....
Wilmington, Del.	11.9	10.9	....	....
Dover	....	10.9	....	....
Springfield, Mass.	x11.7	....	....	....
Worcester	....	11.8	....	....
Hartford, Conn.	x11.0	....	....	....

Notes:

Kerosine—Thru Penna. & Del., add 2c per gal. for t.w. deliveries of less than 25 gals. at one time.

Gasoline T.W. prices are to dealers & consumers; kerosine T.W. prices to consumers.

Mineral Spirits prices also apply to Stoddard Solvent.

Effective dates: x Feb. 21. z! Feb. 24.

CONT'L OIL

(N. B. Prices are Continental's "normal" prices. Current selling prices may be lower than "normal" because of local competition.)

	Conoco N-tane (regular) Tank	Demand (3rd Grade) Wagon	Gasoline Taxes	Kerosine T.W.
Denver, Colo.	14.8	13.8	7.5	14.7
Grand Junc.	17.2	16.2	7.5	17.1
Pueblo	15.6	14.6	7.5	15.5
Casper, Wyo.	15.7	14.7	6.5	14.9
Cheyenne	15.7	14.7	6.5	15.6
Billings, Mont.	17.0	16.0	7.5	16.5
Butte	18.0	17.0	7.5	18.2
Great Falls	17.0	16.0	7.5	18.2
Helena	17.5	16.5	7.5	18.2
Salt Lake, U.	16.4	15.4	5.5	16.5
Twin Falls, Ida.	19.1	18.1	7.5	19.2
Albuquer., N. M.	15.7	14.7	9.0	15.1
Roswell	14.8	13.8	9.0	14.4
Santa Fe	16.0	....	9.5	15.4
Muskogee, Okla.	14.0	13.0	8.0	12.9
Oklahoma City	14.0	13.0	8.0	12.9
Tulsa	14.0	13.0	8.0	12.9

Taxes:

Gasoline tax column includes these city taxes: Albuquerque & Roswell, 0.5c; Santa Fe, 1c; Cheyenne, 1c; Casper, 1c.

Notes:

T.W. prices are to consumers and dealers.

HUMBLE OIL

	Humble (Regular) Tank Wagon	Retail	Gasoline Taxes
Dallas, Tex.	13.0	18.0	5.5
Ft. Worth	13.0	18.0	5.5
Houston	13.0	18.0	5.5
San Antonio	13.0	18.0	5.5

	Kerosine Tank Wagon	Retail
Dallas, Tex.	12.5	17.0
Ft. Worth	12.5	17.0
Houston	12.5	17.0
San Antonio	12.5	17.0

Notes:

T.W. prices are to all classes of dealers and consumers.

IMPERIAL OIL

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Hamilton, Ont.	23.0	11.0	23.7
Toronto	23.0	11.0	23.7
Brandon, Man.	29.3	9.0	30.0
Winnipeg	27.4	9.0	28.1
Regina, Sask.	26.2	10.0	26.9
Saskatoon	27.0	10.0	27.7
Edmonton, Alta.	21.4	9.0	22.1
Calgary	21.9	9.0	22.6
Vancouver, B. C.	21.0	10.0	24.2
Montreal, Que.	23.0	11.0	23.7
St. John, N. B.	21.0	13.0	22.7
Halifax, N. S.	21.0	13.0	22.7

Taxes:

Gasoline taxes are provincial taxes.

Notes:

Prices are per imperial gal. which is 1.2 U. S. gals.—T.W. prices are to divided & undivided dealers.

TEXAS CO.

	Fire-Chief Gasoline (Regular Grade) Dealer T.W.	Gasoline Taxes	Kerosine Dealer T.W.
Dallas, Tex.	13.0	5.5	12.50
Fort Worth	13.0	5.5	12.50
Wichita Falls	13.0	5.5	12.50
Amarillo	13.0	5.5	12.50
Tyler	13.0	5.5	12.50
El Paso	15.0	5.5	13.85
San Angelo	13.0	5.5	12.50
Waco	13.0	5.5	12.50
Austin	13.0	5.5	12.50
Houston	13.0	5.5	12.50
San Antonio	13.0	5.5	12.50
Port Arthur	13.0	5.5	12.50

Notes:

Dealer t.w. prices apply also to all classes of consumers with minimum delivery of 50 gals.

CALIFORNIA STANDARD

	CHEVRON (Regular) T.T.	Av. 80/87 T.T.	Gasoline Taxes	Base Kerosine T.T.
San. Fran., Cal.	14.1	17.6	6.0	18.1
Los Angeles	13.6	17.1	6.0	17.6
Fresno	15.5	19.0	6.0	19.5
Phoenix, Ariz.	17.1	20.6	6.5	21.1
Reno, Nev.	16.8	20.3	7.0	20.8
Portland, Ore.	14.7	18.2	7.5	20.2
Seattle, Wash.	14.7	18.2	8.0	20.2
Spokane	17.6	21.1	8.0	24.1
Tacoma	14.7	18.2	8.0	20.2
Boise, Idaho	19.5	23.0	7.5	28.5
Salt Lake, U.	16.4	19.4	5.5	16.5
Honolulu, T. H.	14.9	18.4	7.5	18.9
Fairbanks, Alaska	26.9	30.4	3.5	36.9
Juneau	16.1	19.6	3.5	21.6

Taxes:

Boise 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 2.5c state; Honolulu 7.5c tax applies to motor fuel only; avgas taxes are 1.5c federal, 4c territorial; Honolulu TT prices also do not include Hawaiian gross income tax of 1% to resellers, 2.5% to consumers.

California Standard (Cont.)

Notes:

Prices for Chevron Supreme (Premium) are 2c higher than Chevron (regular), except Utah which is 1.5c higher than Chevron (regular). Prices for Chevron Aviation 91/98 are 2c above Chevron Aviation 80/87; for Chevron Aviation 100/130; 5c above Chevron Aviation 80/87; for Chevron Aviation 115/145, 8c above Chevron Aviation 80/87.

Base kerosine t.t. prices, except at Salt Lake City, apply to deliveries of 40-199 gals. For other deliveries: less than 40 gals., add 4c; 200-299 gals., deduct 3c; 400 gals. & over, deduct 4c; tank car-truck trailer, deduct 5.5c.

ESSO STANDARD

	Esso Gasoline (Regular Grade) Gasoline T.W.	Gasoline Taxes	Kerosine T.W.
Atlantic City, N. J.	13.3	4.5	12.3
Newark	13.3	4.5	12.2
Baltimore, Md.	13.2	6.5	12.1
Cumberland	14.4	6.5	13.5
Washington, D. C.	13.6	5.5	12.5
Danville, Va.	14.1	7.5	13.7
Petersburg	13.7	7.5	13.3
Norfolk	13.0	7.5	12.6
Richmond	13.4	7.5	13.0
Roanoke	14.0	7.5	14.6
Charleston, W. Va.	15.0	6.5	14.7
Fairmont	14.9	6.5	15.0
Parkersburg	14.9	6.5	14.0
Wheeling	14.7	6.5	15.9
Charlotte, N. C.	14.7	8.5	13.4
Hickory	14.8	8.5	13.6
Mt. Airy	15.2	8.5	13.9
Raleigh	14.8	8.5	13.6
Salisbury	14.4	8.5	13.2
Charleston, S. C.	13.6	7.5	....
Columbia	14.8	7.5	....
Spartanburg	14.2	7.5	....
New Orleans, La.	13.5	10.5	12.3
Baton Rouge	13.2	10.5	12.0
Alexandria	14.5	10.5	13.2
Lake Charles	13.3	10.5	12.6
Shreveport	14.6	10.5	13.0
New Iberia	13.4	10.5	12.6
Knoxville, Tenn.	14.5	8.5	13.2
Memphis	14.2	8.5	13.0
Chattanooga	14.4	8.5	13.1
Nashville	14.7	8.5	13.5
Little Rock, Ark.	14.9	8.0	13.9

	Mineral Spirits T.W.	V.M.&P. T.W.
Newark, N. J.	15.0	16.5
Baltimore, Md.	17.5	....
Washington, D. C.	17.5	....

	FUEL OILS—T.W. No. 1	No. 2	No. 4	No. 6
Atlantic City, N.J.	12.3	11.2	....	....
Newark City, N.J.	12.2	11.0	$3.144	$2.606
Baltimore, Md.	12.1	11.2	$3.13	$2.54
Washington, D. C.	12.5	11.6	$3.24	$2.64
Norfolk, Va.	12.6	11.0	....	....
Danville	....	12.1	....	....
Petersburg	13.3	11.7	....	....
Richmond	13.0	11.4	....	....
Roanoke	....	13.0	....	....
Charlotte, N. C.	13.4	11.9	....	....
Hickory	13.6	12.2	....	....
Raleigh	13.6	12.4	....	....
Charleston, S. C.	....	11.2	....	....
Columbia	....	12.5	....	....
Spartanburg	....	11.7	....	....

Taxes: Louisiana kerosine prices do not include 1c state tax.

Naphtha—Newark t.w. prices are for deliveries of 200 gals. or more; less than 200 gals., 0.5c over posted t.w. prices; steel barrel deliveries, 6c over posted t.w. prices. Baltimore & Washington prices are for t.w. deliveries of 25-99 gals., no discounts.

Notes:

Gasoline T.W. prices are to consumers & dealers.

Effective 11-25-49, minimum retail resale price of 17.3c (ex tax) for Esso Gasoline posted throughout New Jersey.

OIL PRICE SECTION

Tank Wagon Prices (Continued)

SOCONY VACUUM

	Gasoline Taxes	Mobilgas Aircraft Grade 80 T.W.	Mobilgas Aircraft Grade 91 T.W.	Mobilgas Aircraft Grade 100 T.W.	Mobilgas (Regular Grade) T.C.	Mobilgas (Regular Grade) T.W.	Mobil Kerosine T.C.	Mobil Kerosine Yard	Mobil Kerosine T.W.	Mobilfuel Diesel T.C.	Mobilfuel Diesel T.W.	MOBILHEAT (No. 2 Fuel) T.C.	MOBILHEAT (No. 2 Fuel) Yard	MOBILHEAT (No. 2 Fuel) T.W.	S/V No. 4 Fuel T.W.	S/V No. 6 Fuel T.W.
New York City:																
Manh.	5.5	....	....	....	....	13.7		....	12.7		11.8	....	....	11.1	8.94	5.96
Bronx	5.5	....	....	....	....	13.7		10.0	12.9		11.8	....	8.2	11.2	8.94	5.96
Kings	5.5	....	....	....	....	13.7	9.3	9.8	12.7	8.5	11.8	x7.8	8.1	11.1	8.94	5.96
Queens	5.5	....	....	....	....	13.7		....	12.7		11.8	....	....	11.1	8.94	5.96
Richmond	5.5	....	19.4	....	....	13.6	9.2	9.7	12.8	....	11.8	x7.7	8.0	11.0	8.94	5.96
Albany, N. Y.	5.5	21.3	22.3	24.8	12.7	13.7	9.8	10.0	12.9	9.2	12.0	8.8	9.0	11.1	7.89	6.22
Binghamton	5.5	....	....	....	12.7	14.8	11.2	11.4	13.3	10.6	13.1	10.1	10.3	12.6	....	....
Buffalo	5.5	20.5	21.5	24.2	13.5	14.5	11.1	11.3	14.4	10.4	13.3	9.9	10.1	12.8	....	8.9
Jamestown	5.5	21.8	....	....	13.6	14.7	11.1	11.3	14.6	....	13.0	9.9	10.1	12.5	....	....
Mt. Vernon	5.5	....	....	....	....	13.9		10.1	13.0		12.0		8.3	11.3	9.14	....
Plattsburg	5.5	....	....	....	....	x15.0	11.0	11.0	....	....	....	10.0	10.2	12.8	....	....
Rochester	5.5	20.4	21.4	23.4	13.4	14.5	10.9	11.1	14.2	....	12.9	9.8	10.0	12.4	....	....
Syracuse	5.5	22.0	23.0	25.0	13.4	14.4	10.9	11.1	14.2	10.2	12.8	9.7	9.9	12.3	....	....
Bridgeport, Conn.	5.5	....	....	....	....	15.8	9.3	9.3	....	....	....	8.1	8.1	10.7	....	....
Danbury	5.5	....	....	....	....	14.2		10.8					9.8	11.9		
Hartford	5.5	....	....	....	12.8	14.1	8.7	9.7		9.0	12.6	8.5	8.5	11.1		
New Haven	5.5	20.3	....	....	12.5	13.8	9.3	9.3		8.8	11.9	8.1	8.1	10.7		
Bangor, Me.	7.5	24.8	....	....	13.4	14.8	10.3	....	14.3	9.6	12.7	9.2	....	12.3	....	....
Portland	7.5	22.4	23.4	....	12.3	13.7	9.6	....	13.6	8.9	11.9	8.5	....	11.5	....	....
Boston, Mass.	4.5	19.0	20.0	22.0	12.5	13.7	9.5	....	13.6	8.8	11.9	8.4	....	11.5	....	....
Concord, N. H.	5.5	....	....	....	....	14.7		....			12.5		....	12.1		
Lancaster	5.5	....	....	....	....	16.1	....	....	15.8	....	13.9	....	....	13.6	....	....
Manchester	5.5	....	....	....	....	14.2		....	14.5		12.6		....	12.2		
Portsmouth	5.5	21.2	22.2	....	13.2	14.1	10.0	....		9.3	x11.8	8.0	....	x11.1	....	....
Providence, R. I.	5.5	18.9	19.9	21.9	12.5	13.7	9.5	10.1	13.4	8.8	12.0	8.4	8.8	11.6		
Burlington, Vt.	6.5	....	....	....	13.6	14.6	10.8	10.8	....	10.1	12.9	9.3	9.2	11.9		
Rutland	6.5	....	....	....	....	15.2	....	11.3	....	....	13.5	....	10.3	12.7	....	....

Tank Wagon Prices	Buffalo	N. Y. City	Rochester	Syracuse	Boston	Hartford	Providence
Mineral Spirits	16.5	15.0	18.0	19.0	16.0	17.0	16.5
V.M.&P. Naphtha	18.5	16.5	19.5	25.5	17.5	19.0	18.5

Taxes: N.Y.C. prices do not include 2% city sales tax applicable to price of gasoline (ex tax).

Discounts:

Mobil Kerosine—Mt. Vernon T.W. less 0.5c for deliveries of 300 gals. or more. Following "voluntary discounts": Boston t.c., 0.4c; Providence t.c. & yard, 0.55c; Albany t.c. & yard, 0.3c.

Mobilfuel Diesel—All points, 0.5c for t.w. deliveries of 900 gals. or more.

Mobilheat—Mt. Vernon t.w. less 0.5c for deliveries of 300 gals. or more. Following "voluntary discounts": N.Y.C., Mt. Vernon, Bridgeport, Hartford and New Haven t.c. & yard, 0.3c; Albany t.c. & yard, 0.5c; Boston t.c., 0.4c; Providence t.c. & yard, 0.55c.

Notes:

Gasoline t.w. prices are to Consumers & Dealers.

Syracuse V.M.&P. price is in steel barrels. Jamestown t.c. prices are delivered prices; all other t.c. prices are FOB bulk terminals.

Effective dates: x Feb. 14, x' Feb. 9, x'' Feb. 10, x''' Feb. 4.

OHIO STANDARD

	Gasoline Taxes	Aviation Gasoline-Cons. T.W. Sohio Avia. 67 Clear	Esso Avia. 80 Clear	Esso Avia. 91	Esso Avia. 100	Sohio X-70 Gasoline (Regular-Grade) Consumer T.W.	Resellers	S.S.	Naphthas & Solvents—Cons. T.W. S.R. Solvent	D.C. Naphtha	V.M.&P. Naphtha	Sohio Varnolene	Sohio Solvent	Kerosine T.W.	No. 1 Sohio-Heat	No. 2 Sohio-Heat
Akron	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Canton	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Cincinnati	5.5	20.0	22.0	23.0	26.0	17.75	14.25	18.0	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Cleveland	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Columbus	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Dayton	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Lima	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Mansfield	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Marion	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Portsmouth	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Toledo	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.30
Youngstown	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70
Zanesville	5.5	20.0	22.0	23.0	26.0	18.0	14.5	18.5	19.5	20.5	20.5	20.0	20.0	13.5	13.5	12.70

Taxes: Hangar operators can purchase aviation gasoline less 4c per gal. State Road Tax by supporting purchase with State Tax Exemption Form A-10 to supplier.

Discounts: Esso Aviation—on contract to hangar operators and resellers, 2c off consumer t.w.

Fuel Oils—Prices shown are for t.w. & drum deliveries of 50 gals. or more; prices for deliveries of less than 50 gals. are 0.5c higher.

Naphthas—To contract consumers off t.w. prices (except Lucas County): 300 to 999 gals., 0.5c; 1000 to 2499 gals., 0.75c; 2500 to 4999 gals., 1c; 5000 or more gals., 1.5c. Lucas County: less than 50 gals., tank wagon price; 50 to 249 gals., 0.5c; 250 to 499 gals., 1c; 500 gals. or over 1.5c.

Notes: Renown (third-grade) gasoline prices are same as X-70 unless otherwise noted. S.S. prices are at company-operated stations.

INDIANA STANDARD

Tank wagon prices listed below were obtained by NPN correspondents who visited Standard of Indiana bulk plants where the company's prices are publicly posted.

	Red Crown (Reg. Grade) Red Cr'n. Cons. T.W.	Red Cr'n. Dir. T.W.	Gasoline Taxes	Kerosine T.W.	Stanolex Furnace Oil 1-99 gals.	Stanolex Furnace Oil 100 gals. & over
Chicago, Ill.	17.5	15.5	4.5	15.3	....	....
South Bend, Ind.	18.0	16.5	5.5	15.8	14.3	13.3
Detroit, Mich.	16.9	15.4	4.5	14.7	13.8	12.8
St. Paul, Minn.	17.5	14.9	6.5	15.6	13.7	12.7
Des Moines, Ia.	16.9	15.4	5.5	14.8	13.2	12.2
St. Louis, Mo.	16.7	15.2	4.5	14.6	12.8	11.8
Wichita, Kans.	14.8	13.4	6.5	13.0	11.2	10.2
Omaha, Nebr.	17.0	15.5	7.5	14.7	13.1	12.1
Fargo, N. D.	18.3	16.8	5.5	16.3	14.6	13.6
Huron, S. D.	18.2	16.7	5.5	16.2	14.5	13.5
Milwaukee, Wisc.	14.8	*11.9	5.5	15.5	14.0	13.0

Fuel Oils—T. W.—Chicago, Ill.

	Standard Heater Oil	Stanolex Furnace Oil		Stanolex Fuel A	Stanolex Fuel C
1-99 gals.	14.8	13.8	1-749 gals.	9.6	8.45
100-149 gals.	13.8	....	750 gals. & over	8.85	7.7
150 gals. & over	13.3	....			
150-399 gals.	....	12.8			
400 gals. & over	....	12.3			

Taxes:

St. Louis, Mo. gasoline tax includes 1c city tax. Des Moines, Ia. kerosine and furnace oil prices do not include 4c state tax. State sales, occupation, consumer & use taxes to be added where applicable.

* Subnormal.

KENTUCKY STANDARD

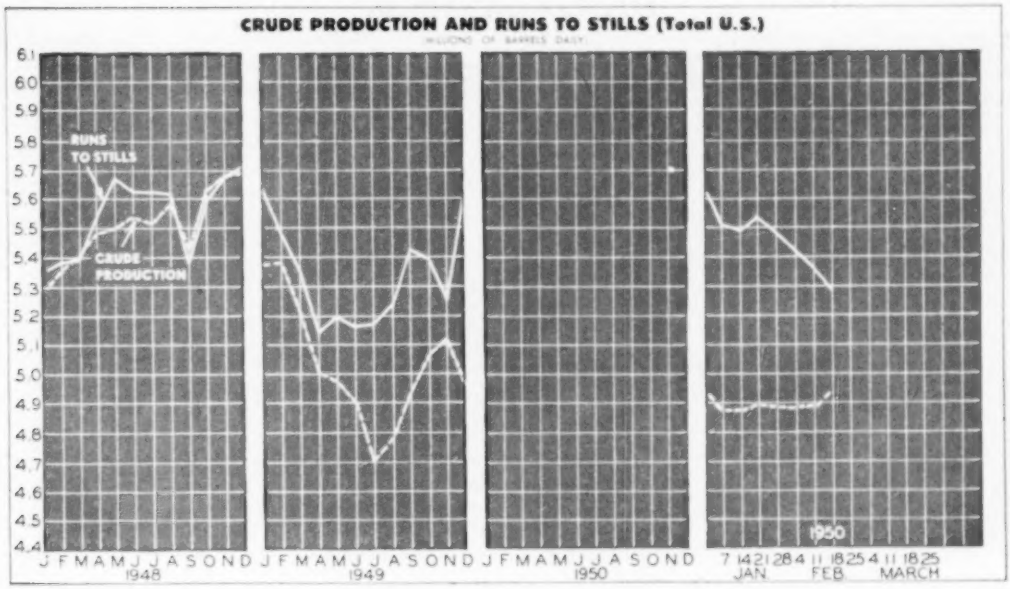
	Crown Net Dealer	Gasoline Taxes	Kerosine T.W.
Covington, Ky.	13.3	8.5	14.8
Lexington	16.0	8.5	14.5
Louisville	14.7	8.5	13.8
Paducah	14.6	8.5	13.5
Jackson, Miss.	15.1	7.5	13.7
Vicksburg	14.6	7.5	13.2
Birmingham, Ala.	14.6	8.5	14.0
Mobile	14.4	9.5	13.5
Montgomery	15.2	9.5	14.1
Atlanta, Ga.	15.3	8.5	13.7
Augusta	15.4	8.5	14.4
Macon	15.3	8.5	13.8
Savannah	14.8	8.5	13.5
Jacksonville, Fla.	14.8	8.5	13.5
Miami	13.1	8.5	13.5
Pensacola	14.4	9.5	13.8
Tampa	12.5	8.5	13.5

Taxes:

Gasoline tax column includes these city & county taxes: Mobile, 2c city; Birmingham, 1c county; Montgomery, 1c city & 1c county; Pensacola, 1c city. Other taxes not included in prices: Georgia, kerosine, 1c; Montgomery, kerosine 1c; Mississippi, kerosine 0.5c.

Notes:

Consumer t.w. prices are same as net dealer prices.



Crude Oil Stocks

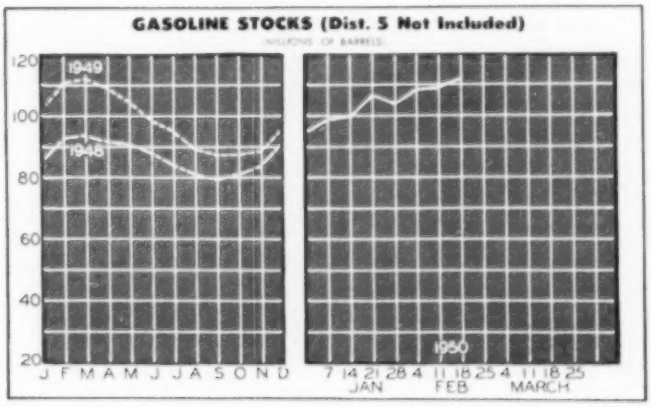
(Bureau of Mines figures in thousands of barrels)

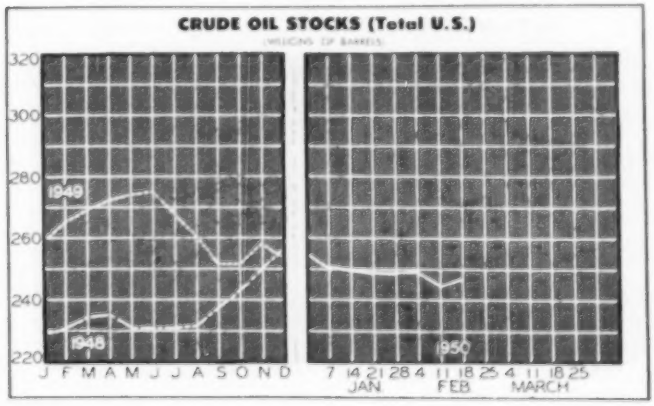
	Feb. 11	Feb. 18	Change from Feb. 11
Pennsylvania Grade	2,772	2,762	—10
Other Appalachian	1,706	1,764	58
Lima-Michigan	797	796	—1
Illinois-Indiana	10,637	10,510	—127
Arkansas	3,048	3,176	128
Kansas	8,203	8,101	—102
Louisiana:	14,692	14,968	276
North	3,651	3,799	148
Gulf	11,041	11,169	128
Mississippi	2,569	2,648	79
New Mexico	7,204	7,308	104
Oklahoma	27,227	27,168	—59
Texas:	109,442	108,074	—1,368
East Texas	14,779	14,245	—534
West Texas	28,149	28,600	451
Gulf Texas	29,800	28,605	—1,195
Other Texas	26,714	26,624	—90
Panhandle	4,067	3,869	—198
North	7,418	7,317	—101
South	6,928	7,023	95
Other	8,301	8,415	114
Rocky Mountain	13,169	13,467	298
California, Gulf heavy	37,292	37,767	475
Foreign	6,692	7,585	893
Total crude stocks in U. S.	245,420	245,864	444
Total treated in Bureau of Mines' East Coast District	13,779	14,313	534

Penna. Crude Runs to Stills

(Compiled by National Petroleum Assn., from reports of all companies refining Penna. Grade Crude. Figures in b/d.)

Week Ended Feb. 18, 1950	Week Ended Feb. 11, 1950	Week Ended Feb. 19, 1949
50,196	48,968	54,327





REFINERY OPERATIONS

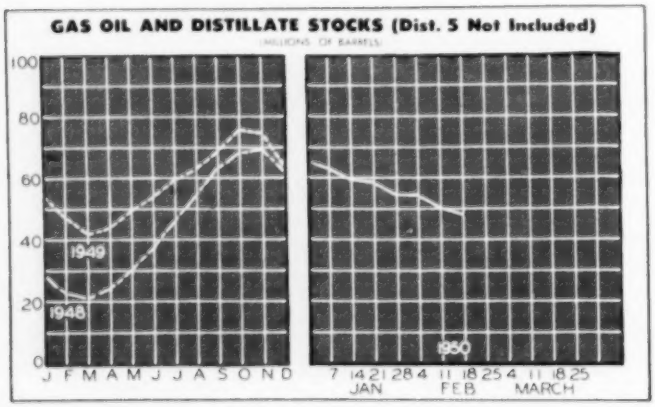
(American Petroleum Institute figures in thousands of barrels of 42 gallons each. Figures include reported totals plus estimate of unreported amounts and are therefore on a Bureau of Mines basis.)

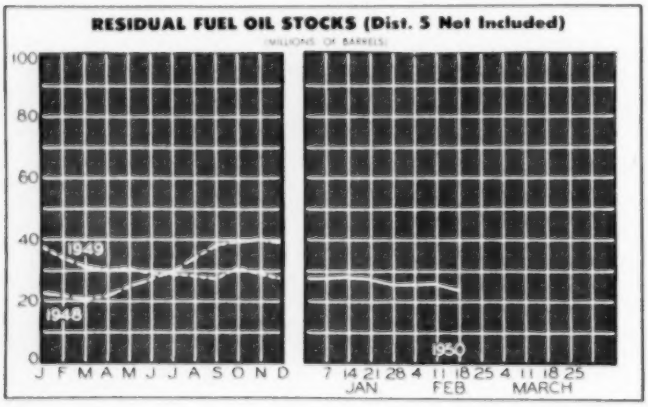
Districts	Crude Runs to Stills: Daily Average Week Ended Feb. 18	Feb. 11	Crude Runs to Stills: % Operated Week Ended Feb. 18	Feb. 11	Gasoline Production at Refineries Inc. Natural Blended Week Ended Feb. 18	Feb. 11	Kerosine Production Week Ended Feb. 18	Feb. 11	Gas Oil & Dist. Fuel Oil Production Week Ended Feb. 18	Feb. 11
East Coast	777	831	77.2	82.6	2,451	2,571	332	222	994	1,269
Appalachian (Dist. 1)	86	85	72.9	72.0	295	281	49	55	85	108
Appalachian (Dist. 2)	60	60	80.0	80.0	177	181	23	47	63	60
Ind., Ill., Ky.	953	981	84.3	86.8	3,274	3,405	481	446	1,126	1,247
Okla., Kans., Mo.	459	446	85.6	83.2	1,834	1,798	210	125	670	599
Inland Texas	188	191	67.9	69.0	961	996	71	71	155	163
Texas Gulf Coast	1,238	1,229	78.3	77.7	4,060	4,026	765	725	1,592	1,265
Louisiana Gulf Coast	443	420	96.7	91.7	1,320	1,225	373	449	711	595
No. La. & Arkansas	82	79	85.4	82.3	181	178	53	51	79	78
Rocky Mt. (Dist. 3)	13	12	86.7	80.0	46	43			13	13
Other Rocky Mt. (Dist. 4)	181	164	82.3	74.5	568	535	33	43	250	203
California	798	864	74.8	81.0	2,420	2,648	8	93	1,152	1,141
Total U. S.—B. of M. Basis	*5,278	5,362	80.2	81.5	17,617	17,887	2,398	2,327	6,890	6,781
U. S.—B. of M. Basis, Feb. 19, 1949	5,369		84.6		16,984		2,189		7,169	
East of California	4,480	4,498	81.3	81.6	15,197	15,239	2,390	2,234	5,738	5,600

* Includes 406,000 bbls. foreign crude runs.

Districts	Residual Fuel Oil Production Week Ended Feb. 18	Feb. 11	Total Stocks Kerosine Week Ended Feb. 18	Feb. 11	Total Stocks Gas Oil and Distillates Week Ended Feb. 18	Feb. 11	Total Stocks Residual Fuel Oil Week Ended Feb. 18	Feb. 11	Stocks of Finished and Unfinished Gasoline Week Ended Feb. 18	Feb. 11	Per Cent Daily Refining Capacity Reported Week Ended Feb. 18
East Coast	1,282	1,616	8,442	8,485	20,476	21,790	9,938	11,159	27,135	26,452	100.0
Appalachian (Dist. 1)	80	81	358	369	559	608	270	286	2,826	2,797	90.3
Appalachian (Dist. 2)	72	96	103	131	176	193	140	124	1,074	1,100	97.3
Ind., Ill., Ky.	1,159	1,252	2,776	2,961	7,408	7,702	3,047	3,281	27,207	26,531	90.3
Okla., Kans., Mo.	488	448	609	564	3,196	3,245	871	957	13,885	13,731	82.8
Inland Texas	280	270	282	336	623	730	531	574	4,286	4,152	81.5
Texas Gulf Coast	1,532	1,719	2,697	1,779	10,248	10,675	5,949	5,896	19,365	18,754	97.2
Louisiana Gulf Coast	329	321	1,260	1,291	3,126	3,296	2,084	2,210	6,899	7,302	98.1
No. La. & Arkansas	98	101	227	205	460	442	292	296	3,541	3,461	72.6
Rocky Mt. (Dist. 3)	20	19	25	25	76	75	33	35	96	94	25.1
Other Rocky Mt. (Dist. 4)	257	272	194	187	1,390	1,371	497	546	4,663	4,578	88.7
California	2,161	2,498	743	787	10,352	10,475	27,684	27,501	20,670	20,410	91.1
Total U. S.—B. of M. Basis	7,758	8,693	17,116	17,120	58,090	60,602	51,336	52,865	†131,647	129,362	92.7
U. S.—B. of M. Basis, Feb. 19, 1949	8,530		19,929		54,695		50,693		‡122,535		
East of California	5,597	6,195	16,313	16,333	47,738	50,127	23,652	25,364	110,977	108,852	93.1

Unfinished gasoline stocks included are: (†) 8,774,000 bbls.; (‡) 8,612,000 bbls.





Crude and Condensate Production

(API figures in barrels daily)
Week ended Feb. 18

State	Crude & Condens.	Change from Previous Week
*New York-Pa.	41,600	+ 100
Florida	1,000	....
*W. Virginia	8,700	+ 100
*Virginia	100	....
*Ohio S. E.	5,000	— 250
Ohio Other	3,700	— 250
Indiana	27,400	+ 200
Illinois	183,150	+3,500
Kentucky	24,700	— 900
Michigan	45,200	+1,550
Nebraska	** 1,650	....
Kansas	**285,750	+20,250
Oklahoma	**425,700	+9,300
Texas:		
Dist. 1	25,700	....
Dist. 2	112,700	....
Dist. 3	383,150	+ 500
Dist. 4	181,400	....
Dist. 5	32,250	....
East Texas	214,800	....
Other Dist. 6	85,000	....
Dist. 7-B	62,100	....
Dist. 7-C	49,900	+1,600
Dist. 8	582,750	....
Dist. 9	128,950	....
Dist. 10	89,000	....
Total Texas	1,947,700	+2,100
North La.	129,650	+ 500
Coastal La.	439,700	....
Total La.	569,350	+ 500
Arkansas	85,450	+ 450
Mississippi	101,050	+1,950
Alabama	1,600	— 150
N. Mex. S. E.	129,000	....
N. Mex. Other	300	....
Wyoming	155,300	+4,150
Montana	22,200	+ 400
Colorado	59,950	+2,300
Utah	2,500	....
Calif.	868,800	+ 300
Total U. S.	4,996,850	+45,600
*Penna Grade crude incl.	55,400	— 50

Breakdown of condensate production which is included in above table is as follows:

Arkansas	5,250	Texas	31,200
No. La.	9,550	Wyoming	650
Coastal La.	13,800	California	2,600
Mississippi	2,900		

** Okla., Kans., Neb. figures are for week ended 7 a.m., Feb. 16, 1950.

Pennsylvania Oil Other Than Lubes at Refineries

(Compiled by National Petroleum Assn. from report of all region refiners. Figures in bbls.)

	Dec. 1949	Nov. 1949
1. Naphtha & Gasoline		
(1) Straight run, unblended and/or unleaded for sale as motor fuel	2,106	2,146
(2) Naphtha and gasoline, for sale for blending or further refining or held at refinery for further distillation, reforming, blending or leading	272,136	279,402
(3) Below 65 octane not included in (1) or (2) above	1,600	2,504
(4) 65 octane and above	343,895	338,199
2. Salable naphthas other than motor fuel material (does not include refinery process naphthas)	12,028	12,686
3. Kerosine	57,017	65,512
4. 36/40 gas oil (include furnace oil)	67,518	62,022
5. Fuel Oil (not reported above)	41,779	44,269
6. Oils held as cracking plant charging stocks	238,009	283,719
7. Non viscous neutral	26,456	28,226
8. Wax distillate	78,920	103,688
9. Crude Petroleum	26,392	21,732
10. Wax (lbs.)	5,196,953	6,451,634

Pennsylvania Lubricating Oils at Refineries

(Compiled by National Petroleum Assn. from reports of companies refining Pennsylvania Grade crude oil. Figures in bbls. of 42 U. S. gals.)

	Production Dec. 1949	Inventory Dec. 1949	Production Nov. 1949	Inventory Nov. 1949
1. Raw Long residuum	15,400	40,576	14,724	38,909
2. 600 steam refined stock	234,871	215,087	231,779	269,816
3. Other steam refined stock	50,204	51,357	45,982	62,013
4. Finished dewaxed slag residuum	11,483	28,169	11,614	27,204
5. Bright stock	203,378	200,284	194,098	204,785
6. Viscous neutral below 100 vis but not below 142 vis @ 100	71,269	131,720	111,701	140,554
7. Viscous neutral 140 vis. @ 100 and above	143,988	210,434	169,176	173,651

District 5 Demand

(Bureau of Mines Figures in thousands of bbls. daily)

	Dec. 1949	Nov. 1949	Dec. 1948
Gasoline & Naphtha	334	364	339
Liquefied Petroleum Gases	26	21	21
Kerosine & Kerosine Distillates	14	11	13
Lubricating Oil & Distillates	13	14	13
Stove Oil & Diesel Oil	111	129	185
Fuel Oil	424	343	377
Asphalt & Road Oil	16	25	14

Production of Natural Gasoline

(Bureau of Mines figures in gals., 000 omitted)

	Dec. 1949	Nov. 1949
East Coast		
W. New York	1	1
W. Pennsylvania	1,223	1,059
West Virginia	15,496	14,844
Ohio	482	515
Illinois	11,420	11,256
Kentucky	6,406	6,328
Michigan	284	286
Kansas	12,215	12,086
Oklahoma	51,298	49,630
Texas:	313,111	304,250
Gulf	83,066	83,499
East Texas	28,940	31,429
Panhandle	84,302	58,016
Other	137,802	131,306
Arkansas	4,920	4,685
Louisiana:	67,728	66,805
Gulf	38,364	29,808
Inland	41,364	37,000
Mississippi	4,649	4,490
New Mexico	16,873	16,711
Colorado	*	*
Montana	1,007	826
Utah	*	*
Wyoming	*5,997	*6,467
California	97,346	93,814
Total	616,598	597,851
Daily average	19,890	19,928

* Colorado and Utah drip gasoline included with Wyoming

Dealer and Service Station Prices for Regular-Grade Gasoline in 50 Representative Cities†
February 1, 1950

City	Cents per Gallon: Dealer's Net Price (Ex tax)	Indicated Dealer Margin	Gasoline Tax (Inc. 1.5c federal tax)	Service Station (Inc. tax)
Average United States	14.80	5.23	6.66	26.69
Portland, Me.	13.70	5.00	7.50	26.20
Manchester, N. H.	14.20	5.40	5.50	25.10
Burlington, Vt.	14.60	5.20	6.50	26.30
Boston, Mass.	13.70	5.30	4.50	23.50
Providence, R. I.	13.70	5.30	5.50	24.50
Hartford, Conn.	14.10	5.00	5.50	24.60
Buffalo, N. Y.	14.10	5.30	5.50	25.30
New York, N. Y.	13.10	6.80	5.50	26.00
Newark, N. J.	13.30	5.60	4.50	23.40
Philadelphia, Pa.	13.10	5.00	6.50	25.30
Dover, Del.	13.40	5.70	6.50	25.60
Baltimore, Md.	13.20	5.20	6.50	24.90
Washington, D. C.	13.60	5.50	5.00	24.60
Charleston, W. Va.	15.00	7.10	6.50	28.60
Norfolk, Va.	13.00	6.50	7.50	27.00
Charlotte, N. C.	14.70	5.50	8.50	28.70
Charleston, S. C.	13.60	5.90	7.50	27.00
Atlanta, Ga.	15.30	5.70	8.50	29.50
Jacksonville, Fla.	14.60	4.90	8.50	28.00
Birmingham, Ala.	14.60	5.60	8.50	*28.70
Vicksburg, Miss.	14.60	6.40	7.50	28.50
Memphis, Tenn.	14.20	5.80	8.50	28.50
Lexington, Ky.	16.00	4.00	8.50	28.50
Youngstown, Ohio	14.50	4.00	5.50	24.00
South Bend, Ind.	16.50	5.80	5.50	27.80
Chicago, Ill.	15.50	3.43	4.50	23.43
Detroit, Mich.	15.40	5.05	4.50	24.95
Milwaukee, Wisc.	12.90	3.50	5.50	21.90
Twin Cities, Minn.	16.00	5.60	6.50	28.10
Fargo, N. D.	16.60	4.70	5.50	27.00
Huron, S. D.	16.70	4.80	5.50	27.00
Omaha, Neb.	15.50	4.00	7.50	27.00
Des Moines, Iowa	15.40	4.80	5.50	25.70
St. Louis, Mo.	15.20	4.30	4.50	*24.00
Wichita, Kans.	14.00	3.40	6.50	24.90
Tulsa, Okla.	14.00	5.50	8.00	27.50
Little Rock, Ark.	14.80	5.60	8.00	28.50
New Orleans, La.	13.50	6.20	10.50	30.20
Houston, Tex.	13.00	5.00	5.50	23.50
Albuquerque, N. Mex.	15.70	5.30	9.00	**30.00
Denver, Colo.	11.80	5.20	7.50	24.50
Casper, Wyo.	15.60	6.90	6.50	*29.00
Butte, Mont.	16.00	4.50	7.50	28.00
Boise, Ida.	19.50	5.00	7.50	32.00
Salt Lake City, Utah	18.40	4.10	5.50	28.00
Reno, Nev.	18.40	5.00	***7.00	28.40
Phoenix, Ariz.	17.10	5.00	6.50	28.60
San Francisco, Calif.	14.10	5.00	6.00	25.10
Portland, Ore.	14.70	5.80	7.50	28.00
Spokane, Wash.	17.00	5.00	8.00	30.00

* Includes city tax of 1c per gallon.
** Includes city tax of 0.5c per gal.
*** Includes county tax of 1.5c per gallon.
† API figures as reported by The Texas Co.

Net Stocks of Pennsylvania Crude Oil

(Compiled by National Petroleum Assn. Figures in bbls.)

	Dec. 1949	Nov. 1949	Dec. 1948
At refineries	413,066	410,468	487,198
Pipe line and tank farm	1,980,248	2,152,835	1,998,628
Total	2,393,314	2,563,304	2,485,826

Midwestern Lubricating Oils

(Compiled by Western Petroleum Refiners Assn. from figures of 14 reporting companies; figures in bbls. of 42 gals.)

	Total Bright Stock	Solvent Bright Stock	Total Viscous Neutrals	Solvent Viscous Neutrals	Paraffin Oils	Steam Refined Stock	Blended Oils
December, 1949							
Production	192,995	138,930	421,910	343,840	120,492	16,953	436,025
Shipments:							
Domestic	164,594	104,600	285,179	217,224	90,995	14,908	409,565
Export	27,492	24,073	6,411	6,314	241	273	9,479
Total	192,086	128,673	291,590	223,538	91,146	15,182	419,044
Inventory Dec. 31	359,845	245,631	759,065	821,494	131,803	89,423	286,159
Days Supply*	49	55	55	76			
December, 1948*							
Production	234,052	112,978	426,645	253,693	102,595	22,992	514,721
Shipments:							
Domestic	186,659	70,177	412,694	225,279	107,061	20,623	472,869
Export	11,708	7,374	17,250	16,240	232	3,642	27,282
Total	198,367	77,551	429,944	239,519	107,293	24,265	500,151
Inventory Dec. 31	446,502	237,962	632,602	402,681	65,625	82,156	261,800
Days Supply	53	71	62	52			

* Thirteen companies

New Fuel Handling and Testing Devices Sought By Army; High Speed Gasoline Pumps Included

NPN News Bureau

WASHINGTON—Army is asking Congress for $100,000 fund to spend on handling and testing of fuels and lubricants during the fiscal year, beginning July 1, 1950.

The Quartermaster Corps, which would run the proposed program, told House Appropriations Committee that $45,000 of requested appropriation would be spent on development of high speed gasoline-engine-drive fuels dispensers.

Dispensers would be made principally of aluminum alloy, with possibility that magnesium alloys might be used. Dispensers would be of two types, one capable of attaining discharge rate of 225 gals. per minute and other operating at 50 gals. per minute.

Development of dispensers would be handled by private concerns, as would other projects in proposed program, including:

1. Containers for liquid fuels, $25,000—In this category, developments are already under way to produce 7.5-gal. and 30-gal. rubber collapsible containers, and 5-gal. and 55-gal. drums of aluminum alloys and fiberglas. Present 5-gal. and 55-gal. steel containers will be improved, with work projected for improvement on universal closure and gasket for larger type.

2. Manufacturing, repairing, reclamation and cleaning facilities for containers, $5,000—Negotiations are under way with Reed Research Corp. to design and build a compact, lightweight cleaning machine for 5-gal. and 55-gal. metal drums, with delivery expected around middle of this year.

3. Accessory and inspection items, $10,000—Improvement is proposed in use of pressure reducing valves, funnels, measuring devices, meters and discharge hoses.

4. Refining reclaimed oil, $5,000—Continue program in Third Army Area which is attempting to develop necessary procedures for refining reclaimed oil to meet specification 2-104b, Grade SAE 30.

5. Measuring tetraethyl lead in gasoline, $10,000—Proposed is development of a lightweight, compact, self-contained portable unit for the rapid determination of tetraethyl lead in motor fuel. Unit would be a component part of a mobile petroleum laboratory.

Quartermaster Corps officials explained that measurement of tetraethyl lead possibly would have to be done rapidly on field of battle in case of captured supplies. Also, said Col. J. E. Finks, chief of Army's Research and Development Division, in regard to the refining of reclaimed oil:

"Right now with the price of oil being cheap and suppliers hungry for Army business, we can see that this would not pay off, but at times, with scarce shipping space as in time of war it may be important in overseas theaters. It may be that the Army will not want to use the results immediately but would keep them in reserve."

Gasoline Consumption by States in October††

(American Petroleum Institute Figures)

	Tax Rate† October Cents	Month of Sept., 1949 Gallons	Month of Oct., 1949 Gallons	Month of Oct., 1948 Gallons	% Change	10 Months Ending With— Oct., 1949 Gallons	10 Months Ending With— Oct., 1948 Gallons	% Change
Alabama	6	44,061,000	44,154,000	41,740,000	+ 5.56	424,020,000	394,658,000	+ 7.44
Arizona	5	16,993,000	17,872,000	16,464,000	+ 8.55	174,933,000	169,799,000	+ 3.02
Arkansas	6½	31,081,000	32,994,000	30,380,000	+ 7.29	293,089,000	269,107,000	+ 8.91
California	4½	333,209,000	315,201,000	295,097,000	+ 6.81	3,143,882,000	2,984,137,000	+ 5.35
Colorado	6	39,995,000	35,147,000	33,035,000	+ 6.39	357,490,000	338,554,000	+ 5.59
Connecticut	4	41,908,000	40,304,000	38,214,000	+ 5.47	389,627,000	367,761,000	+ 5.95
Delaware	5	7,953,000	7,587,000	7,022,000	+ 8.05	72,220,000	69,950,000	+ 3.25
Dist. of Columbia	4	15,314,000	15,840,000	14,436,000	+ 9.73	156,639,000	138,754,000	+ 8.57
Florida	7	58,465,000	61,675,000	55,967,000	+ 10.20	643,960,000	599,746,000	+ 7.36
Georgia	7	57,082,000	58,718,000	55,371,000	+ 6.05	569,213,000	529,159,000	+ 7.57
Idaho	6	18,309,000	16,875,000	15,795,000	+ 6.84	156,181,000	150,554,000	+ 3.74
Illinois	3	184,038,000	183,586,000	177,352,000	+ 3.52	1,742,054,000	1,649,737,000	+ 5.60
Indiana	4	96,485,000	97,033,000	91,492,000	+ 6.06	931,331,000	881,450,000	+ 5.66
Iowa	4	78,210,000	83,536,000	77,571,000	+ 7.69	757,566,000	725,126,000	+ 4.47
Kansas	5	64,283,000	55,742,000	55,036,000	+ 1.28	592,237,000	581,152,000	+ 1.91
Kentucky	7	46,293,000	47,094,000	42,480,000	+10.86	437,106,000	408,098,000	+ 7.11
Louisiana	9	42,133,000	42,989,000	39,951,000	+ 5.46	403,530,000	362,709,000	+11.13
Maine	6	20,563,000	19,298,000	18,527,000	+ 4.16	183,155,000	177,145,000	+ 3.39
Maryland	5	42,618,000	41,726,000	38,334,000	+ 8.85	400,267,000	370,524,000	+ 8.03
Massachusetts	3	82,102,000	79,579,000	74,691,000	+ 6.54	767,321,000	719,185,000	+ 6.69
Michigan	3	157,042,000	153,790,000	144,941,000	+ 6.11	1,483,181,000	1,441,443,000	+ 2.90
Minnesota	5	83,231,000	80,309,000	77,453,000	+ 3.69	739,906,000	703,694,000	+ 5.15
Mississippi	6	35,720,000	29,606,000	31,288,000	— 5.38	329,380,000	300,095,000	+ 9.76
Missouri	2	91,921,000	94,280,000	87,183,000	+ 8.14	869,251,000	822,615,000	+ 5.67
Montana	6	19,156,000	15,926,000	16,251,000	— 1.69	185,742,000	177,322,000	+ 4.75
Nebraska	6	37,902,000	37,388,000	33,977,000	+10.04	353,711,000	343,969,000	+ 2.83
Nevada	4½	6,664,000	6,006,000	5,472,000	+ 9.76	56,923,000	55,816,000	+ 1.98
New Hampshire	4	11,775,000	10,839,000	10,156,000	+ 6.73	105,343,000	101,458,000	+ 3.83
New Jersey	3	106,876,000	100,924,000	94,103,000	+ 7.25	999,822,000	918,992,000	+ 8.80
New Mexico	7	17,527,000	17,468,000	16,017,000	+ 9.06	170,436,000	162,716,000	+ 4.74
New York	4	223,865,000	213,065,000	198,747,000	+ 7.20	2,060,227,000	1,907,629,000	+ 8.00
North Carolina	6	69,789,000	74,574,000	65,295,000	+14.21	689,683,000	630,854,000	+ 9.33
North Dakota	4	25,341,000	20,358,000	22,012,000	— 7.51	229,268,000	221,639,000	+ 3.44
Ohio	4	180,326,000	186,651,000	166,404,000	+12.17	1,726,648,000	1,626,738,000	+ 6.14
Oklahoma	6½	.....	*	.....	*	.....	.....	*
Oregon	6	45,447,000	41,864,000	39,214,000	+ 6.76	404,950,000	399,030,000	+ 1.48
Pennsylvania	5	183,559,000	177,411,000	171,885,000	+ 3.21	1,724,576,000	1,641,758,000	+ 5.04
Rhode Island	4	13,960,000	13,659,000	12,865,000	+ 1.51	130,380,000	127,184,000	+ 2.51
South Carolina	6	35,446,000	36,193,000	33,412,000	+ 8.32	348,562,000	319,740,000	+ 9.33
South Dakota	4	25,131,000	22,444,000	22,109,000	+ 1.50	227,699,000	218,279,000	+ 4.32
Tennessee	7	50,740,000	57,891,000	57,228,000	+ 0.81	514,690,000	484,962,000	+ 6.13
Texas	4	233,061,000	226,464,000	221,386,000	+ 2.29	2,281,698,000	2,223,360,000	+ 2.62
Utah	4	18,061,000	16,514,000	15,727,000	+ 5.00	156,986,000	150,904,000	+ 4.03
Vermont	5	9,022,000	8,331,000	8,162,000	+ 2.07	79,195,000	76,359,000	+ 3.71
Virginia	6	68,298,000	64,262,000	58,757,000	+ 9.37	620,145,000	561,428,000	+10.46
Washington	6½	58,725,000	55,394,000	50,676,000	+ 9.93	528,335,000	521,676,000	+ 1.28
West Virginia	5	31,614,000	27,522,000	27,431,000	+ 0.33	294,527,000	283,494,000	+ 3.89
Wisconsin	4	86,956,000	82,189,000	77,017,000	+ 6.72	777,292,000	743,708,000	+ 4.52
Wyoming	4	11,472,000	9,974,000	10,395,000	— 4.05	107,386,000	102,435,000	+ 4.83
Total 47 States and D. C.		3,259,713,000	3,176,783,000	2,994,518,000		30,790,703,000	29,157,086,000	
Daily Average		108,657,000	102,477,000	96,597,000		101,285,000	95,597,000	
Change from previous year:								
Total Change		.....	+182,265,000	.....		+1,633,617,000	.....	
Percentage change in Daily Average		.....	+609%	.....		+5.95%	.....	

* Not available at time of publication.

† These are state tax rates per gallon. In addition there is the federal tax of 1.5c per gallon.

†† In general, these figures include all gasoline sold or consumed within the confines of the state, regardless of whether it was for a taxable or nontaxable purpose.

CLASSIFIED

DISPLAYED: Advertisements set in special type or with border—$10.00 per column inch.

UNDISPLAYED: "For Sale", "Wanted to Buy", "Help Wanted", "Business Opportunities", Miscellaneous classifications set in type this size without border—25 cents a word. Minimum charge, $6.25 per insertion.

"Position Wanted"—10 cents a word. Minimum charge 22 per insertion. Box number counts 3 words. Copy must reach us by Wednesday preceding date of issue.

All classified advertisements are payable in advance.

No agency commission or cash discounts on classified advertisements.

For Sale

FOR SALE: 4500 gal. Single axle Moser Trailer—double bulkheads—excellent condition. Now in steady use. Price $1500.00. **RAINBO OIL CO., Dubuque, Iowa.**

FOR SALE: Five Star Anti-Freeze, type "N". Approximately 200 drums. Will sacrifice. Send us an offer. **GORDON LUBRICATING CO. 401 Keystone Building, Pittsburgh 22, Penna.**

FOR SALE

4250 gal. Fruehauf Single Axle 3 compartment Trailer Guaranteed A-1. Calibrated. Air brakes, basket type tire carrier. Manifold 3 into 1. 1948 model. $2,500.00.

FORTMEYER'S SUPER SERVICE
R.R.3, Fort Wayne 8, Ind.

FOR SALE: Tank Truck 1945 G.M.C.—1960 gallon 6 compartment Power Reel—Printing Meter—mileage 16,000—excellent condition. **SWETT BROS. HEATING & APPLIANCE CO., Island Pond Rd., Springfield, Mass.**

FOR SALE: Several 4300, 4000 and 2800 gallon transports very reasonably priced. Excellent shape. **W. C. WRIGHT, 911 Harrison St., New Castle, Pa.**

EXCELLENT FACILITIES AND

Services available for oil blending, packaging and storage—capacity, 8—10,000 gallon tanks—railroad siding—steam available for handling tank cars—location desirable for servicing Metropolitan New York area, and for export. Address: **F.C.D., BOX 248, Kenilworth, New Jersey.**

TANK TRAILERS: 2000 gallon 2 compartment, 9:00 x 20 tires, air; pump, meter, cabinet, etc. like new— $1700.00
5000 gallon, 1 compartment, 22" wheels, no rubber. Cannot be told from new. 4500 gallon, 3 compartment, 22" wheels, no rubber. All valves and equipment—$2500.00
4000 gallon, 3 compartment, 10:00 x 20 tires, air; clean and in good condition— $1500.00
4340 gallon, 1 compartment, 10:00 x 22 tires. Ready for immediate service— $1200.00
TRAILER COMPANY OF LANCASTER, INC., 1201 Marshall Ave., Lancaster, Penna. Phone 8277

STEEL DRUMS

We can furnish you with bung type and full open head steel drums and pails suitable for lubricating oils, greases, fuel oils, etc. At any point. Let us have your inquiries.

BUCKEYE COOPERAGE COMPANY
3800 Orange Ave. Cleveland 15, Ohio
Phone EXpress 3383

Wanted to Buy

WANTED TO BUY: 3500 gal. semi 5 to 6 compartments on air. Give full particulars including size of piping. **BOX 333**

WANTED

To buy Service Stations or small Oil Companies in Southern States, preferably Florida.

WAKE UP OIL CO., INC.
P.O. Box 148 Indianapolis, Ind.

Business Opportunity

BUSINESS OPPORTUNITY

Well established independent pipe line company desires to install and operate gathering and transportation systems for Texas producers. Please furnish daily production and estimated length of line required.

BOX 2166
Corpus Christi, Texas

Position Wanted

POSITION WANTED: Executive, 38, married, 17 years experience Coal Industry sales, credit, traffic, looking for position oil industry. Willing locate anywhere for permanent position offering $6,000 yearly or better. **WM. SUDDS, 90 Albertson Place, Mineola, N. Y.**

Position Wanted

CHEMIST: Experienced. Analyses, research, production, development. Chemicals, lubricants, fuels, petroleum, refining, plant surveys. **BOX 320.**

Position Open

SALES ENGINEER: Experienced selling equipment to marketing divisions of oil companies, should have knowledge of hydraulics. Furnish qualifications in first letter. (Present employees know of this ad.) **BOX 332**

WANTED—DESIGN ENGINEER

Graduate Mechanical Engineer with experience in design of pumps, meters, controls and/or allied equipment used in petroleum industry. Age: 30 to 40 years. Excellent opportunity with well established firm. Inquiry confidential. Reply giving full particulars to:

BOX 328

SALESMAN

Executive type for Metropolitan Chicago

An excellent opportunity to connect with a growing independent distributor of major products. The man we are looking for must now be employed in Chicago area—have definite proof of his ability to produce and a thorough knowledge of gasoline, oil and T.B.A. sales. To this man we offer opportunity commensurate with his ability to produce and assume responsibility. Applicants reply in detail and state salary expected.

BOX 331

REPRINTS AVAILABLE

They Always Find the Oil

By Leonard M. Fanning

This is the story of oil shortage scares from 1916 through to the present (reprinted from Feb. 15, 1950 issue of NPN). It tells how the pessimists, mostly in the government, repeatedly have predicted the end of our oil resources, only to be confronted soon thereafter with the fact of ample supply.

This article is a condensation of "A Case History of Oil Shortage Scares" by Leonard Fanning, which will appear in the book *Our Oil Resources, 2nd Edition*, McGraw-Hill Book Co. ($5) edited by Mr. Fanning and scheduled for publication in March.

Reprints are available at these prices:

Single copies	$.10 ea.
100 copies	9.50 ea.
500 copies	45.00 ea.
1000 copies	75.00 ea.

Prices for larger quantities on request. Orders should be addressed to:

Reader Service Department
NATIONAL PETROLEUM NEWS
1213 West Third Street
Cleveland 13, Ohio

About Oil People

Young Jobbers

James Megginson, 22, secretary of Southwestern Ohio Oil Club, is a young man who can look ahead to a long future in the oil jobbing business.

Now in his third year at the University of Cincinnati, Jim is dividing his time between attending classes and working for Columbia Oil Co., Mt. Healthy, Ohio, owned by his family. He plans to give the oil business all his time when he finishes school.

Hardly a newcomer to the industry, Jim has worked with Columbia Oil in all phases of its operation for the past seven years, both part time during the school year, and full time during vacations. A life-long resident of the Hamilton-Cincinnati area, he attended grammar and high school in Cincinnati. Prominent in school athletics, particularly football and baseball, he is a member of Masonic Lodge, U. S. Army Air Corps Reserve, and has been active in church youth work for several years.

Jim is unmarried, and lives at home in Mt. Healthy.

Mr. Megginson

C. H. Wright, president of Sunray Oil Corp., has been elected chairman of the board of Barnsdall Oil Co. to succeed **Floyd B. Odlum,** president of Atlas Corp. Other new directors on the Barnsdall board to represent Sunray who recently bought some 800,000 shares of Barnsdall common stock from Atlas, include **Glenn J. Smith, L. W. Bennett,** and **Edward Howell,** replacing **George H. Howard, L. Boyd Hatch,** and **Oswald L. Johnston,** of Atlas.

* * *

Re-elected district chairman of Oil Industry Information Committee for Missouri, Iowa and Nebraska at a meeting in Kansas City Feb. 16 was **L. C. Pfaff** of St. Louis. Named co-chairmen for Missouri were **John O. Briggs,** Kansas City, and **Harry Milton,** St. Louis; with **Frank Lewis,** St. Louis, and **A. R. Maulsby,** Kansas City, chosen vice chairmen. **Jay W. Wilson,** Kansas City, was elected state chairman for Missouri speakers bureau.

New chairman for the state of Nebraska, also named at the meeting, is **Morse C. Palmer** of Omaha; while **L. L. Lemon** and **M. W. Nicholson,** Des Moines, were chosen as members of the Iowa state committee.

Aim of the group's 1950 public relations program was stated as follows: "The objective of the Oil Industry Information Committee is to help reaffirm the faith of the American people that their individual interests, as well as those of the nation, are best served by competitive, privately-managed oil companies."

A man with his hands full is **Floyd Cannon,** sales manager of Olmsted Clay Co., Cairo, Ill. For 26 years manager of the Fullers Earth Department of Sinclair Refining Co., Mr. Cannon formed Olmsted Clay upon closing by Sinclair of its Fullers Earth plant at Olmsted, Ill. He is now selling the products of two Fullers Earth plants and finding time to conduct a brokerage business at his office and warehouse in Cairo on the side.

With the installation of the solvent process for refining lubricating oils, the need for Fullers Earth in the contact lubricating oil process diminished. Mr. Cannon took over the Fullers Earth business Sinclair enjoyed and has added several new accounts in the mineral, animal and vegetable oil trade. He is the son of **James A. Cannon,** for many years lubricating sales manager for National Refining Co., Cleveland.

* * *

New chairman of National Committee for LP-Gas Promotion, succeeding the late John C. Pankow, is **Lee A. Brand,** vice president of Empire Stove Co., Belleville, Ill. A veteran of 30 years in the gas business, Mr. Brand is a member of the board of directors and chairman of the appliance manufacturers section of Liquefied Petroleum Gas Assn. He is also serving with American Gas Assn. and is a member of Southern Gas Assn.'s advisory committee.

Four of the five directors re-elected by Illinois Petroleum Marketers Assn. at the association's recent convention in Peoria, Ill., are shown discussing industry problems. Left to right, they are: J. T. Kelly, Alton; William Breitweiser, Belleville; P. M. Reece, Brownstown; and Clyde Carson, Dixon. Absent when picture was taken were D. C. McCornack, St. Charles, also re-elected; and Elzie Huot, Kankakee, chosen as new board member

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THE NATIONAL CASH REGISTER COMPANY

National
ACCOUNTING MACHINES
CASH REGISTERS • ADDING MACHINES

ABOUT OIL PEOPLE

F. R. Yost, manager of Stanolind Oil & Gas Co.'s producing department, has been elected to the company board of directors, raising the number of directors to seven. A native of Beaumont, Tex., Mr. Yost entered the oil industry as a roughneck with Yount-Lee Oil Co. in 1934.

Joining Stanolind the following year, he has served in various production capacities, and in 1943 was named head of the industrial relations department in the Texas-Louisiana Gulf Coast division. He became manager of the producing department in February, 1949.

Other Stanolind directors are: **E. F. Bullard,** president; **A. L. Solliday,** executive vice president; **J. E. Rouse,** vice president in charge of operations; **F. J. Keleher,** secretary and treasurer; **V. E. Liles,** administrative co-ordinator; and **George W. Clarke,** director of exploration.

* * *

Chester R. Barker, formerly with Asiatic Petroleum Corp. and the British Petroleum Board, has formed Transmarine Oil Co., Inc., and established offices at 683 Fifth Avenue, New York City. Company will handle petroleum products in wholesale and export markets.

* * *

Mr. Salmon

Joseph H. Salmon, until recently economic advisor and assistant to the president, Shell Oil Co., has opened offices at 201 East 57th Street, New York City, as management consultant specializing in the oil, gas and chemical industries. Mr. Salmon was associated with Shell for 27 years.

* * *

E. D. Prentis has been named vice president and assistant general manager of Cities Service Oil Co., Ltd., Canada, while **B. S. Rumsby** has been appointed assistant secretary and assistant treasurer.

Mr. Prentis joined the company as junior clerk in 1924 and was named secretary-treasurer in 1926. A native of Woodbridge, Ont., near Toronto, he served overseas in World War I.

Mr. Rumsby was born in England and moved to Toronto at an early age. Once a government finance department employe, he joined Cities Service, Ltd. in 1925 as cashier.

* * *

Eight regional chairmen for 1950 have been appointed to the New Jersey State Oil Industry Information Committee, of which **William M. Amos,** Gulf, is chairman, and **Reynold C. Buckley,** Hartol Petroleum Corp., is vice chairman.

The eight chairmen are: **H. C. Haythorn,** Esso Standard, Elizabeth; **Roy C. Somers,** Gulf, Trenton; **Anthony Vroon,** Shotmeyer Brothers, Hawthorne; **Clyde Eggison,** Esso Standard, Washington; **P. F. Keenan,** Gulf, Collingswood; **F. P. Weaver,** American Oil, Atlantic City; **S. J. McPherson,** Shell, Sewaren; and **Nelson L. Morgan,** Gulf, Bridgeton. **L. R. Freeman,** Esso Standard, will again serve as special assistant to the state chairman.

Named to the Special Speakers Committee by Mr. Amos and Mr. Buckley were **W. J. Lamb** of Shell, **Walter J. Harleman** of Texas Co., and **C. F. Fretz,** of Socony-Vacuum. Appointed to the Refinery Committee were **George W. Crowe** of Esso Standard, **J. F. Gow** of Tidewater, and **John J. Finn,** Texas Co.

Mr. Amos outlined the year's OIIC program at a luncheon meeting in Trenton Feb. 16, pointing out the need for the oil industry to make friends in both large and small communities.

Now... A NEW SELF-VENTING POURING SPOUT!

G.P.&F. STEEL CONTAINERS MILWAUKEE

POURING DRUMS AND PAILS

Easier For You to Fill . . . Easier For Your Customers to Use

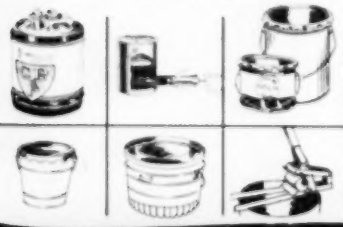
Here is a real improvement in pouring drums and pails. This new spout means fast, smooth pouring without gurgling. The self-venting feature eliminates the need for puncturing top of container or paying for expensive vents. It also means, faster, easier filling. Made of round, seamless tubing, slightly tapered at bottom, the spout pulls out to form a tight, leak-proof seal, with a natural tilt that facilitates pouring. The air-vent spout is inserted into an inner seal, which in turn, is closed into a 7/8MM nozzle.

The spout can be shipped to you separately, so 7/8MM opening can be used for filling. Tool is furnished for inserting the spout after container is filled. Even with spout inserted, filling is easier and faster, because spout has larger diameter than ordinary pull-out type.

G. P. & F. Pouring Containers are also made with all types of standard pouring equipment.

SIZES: Lug covered pouring pails are obtainable in 2½ to 6½ gallon sizes . . . drums in 5 gallon sizes.

OTHER G.P.&F. CONTAINERS



G.P.&F. DOME TOP UTILITY CAN . . . 5 gal. and 40 lb. sizes. 26 and 28 gauge steel.

G.P.&F. E-Z-FILL GREASE GUN LOADER Container. Grease is drawn directly into gun without removing cover of pail. Fast, clean, economical. also standard 25, 35 and 50 lb. GREASE PAILS, FLARING PAILS, GALVANIZED HALF BUSHEL BASKETS.

G.P.&F. CAN CRUSHER

Crushes empty 1 quart cans with a single stroke. Saves over 60% of filling station storage and haul-away costs. Keeps stations neat and clean.

G.P.&F. GEUDER, PAESCHKE & FREY CO.
425 NORTH 15TH STREET • MILWAUKEE 3, WISCONSIN
Manufacturer of MET-L-TOP Ironing Tables

Roy D. Packard, Cleveland sales division manager for Standard Oil Co. (Ohio) has written a new book on Abraham Lincoln—"The Lincoln of the Thirtieth Congress." An authority on President Lincoln, Mr. Packard describes the early years of Lincoln's political growth leading to national prominence. Mr. Packard's book provides information on Lincoln's character and political activity during a period of his career biographers have largely overlooked.

* * *

Merger of two North Carolina oil companies, Siceloff Oil and Coal Co. and Marine Oil Co., both of High Point, has been completed following purchase of Marine's outstanding stock by **J. C. Siceloff,** president of the former company.

Siceloff Oil and Coal, a Richfield Oil Corp. distributor since 1946, has as other officers **Mrs. J. C. Siceloff,** vice president; **W. C. Siceloff,** recretary and treasurer; and **W. L. Hinkle,** office manager.

Under terms of the merger Siceloff will distribute through 16 service stations in addition to its previous 40 retail outlets and several commercial accounts.

* * *

Myron Holmgren, head of River States Oil Co. has moved the company office from Chicago to 524 Davis Street, Evanston, Ill. Company has a river terminal at La-Crosse, Wis.

* * *

Lloyd F. Thanhouser, general counsel of Continental Oil Co., has been elected a vice president of the company, and **A. W. Tarkington,** former treasurer, has been named assistant to the president.

* * *

Allen & Armstrong Co. of Reynoldsville, Pa., has added a sales truck to its four gasoline trucks for promotion of TBA products. Company, headed by partners **R. W. Armstrong** and **C. H. Allen**, handles a full line of household appliances, including refrigerators, gas and electric stoves, washing machines and milk coolers, with **Mrs. C. H. Allen** in charge of the appliance department.

Organized in 1937, Allen & Armstrong has sold American Oil Co. products for the past 10 years and has expanded from one small storage tank and truck to its present five trucks and six storage tanks with 75,000-gal. capacity.

Mr. Allen is active in politics, having served as delegate at the 1948 Republican National Convention, and is known for fine flowers grown on his farm. Mr. Armstrong is a golfing and fishing enthusiast. Both partners are members of Pennsylvania Oilmen's Assn.

P. J. Scheuerell, branch manager for Sinclair Refining Co. at Appleton, Wis., was recently named president of the Appleton Kiwanis for 1950.

* * *

James E. Hinish and **George M. Marquis,** partners in Marquis-Hinish Co., New Castle, Pa., recently promoted their new product line, Timken automatic oil and gas burners, in a carnival style tent display. Company also recently purchased a $25,000 station in Ellwood City, Pa. Mr. Marquis is a Rotarian, while Mr. Hinish is a member of the Elks and served as advertising chairman of the local Oil Progress Week committee.

* * *

D. S. Swain Gas Co., Inc., Washington, N. C., has obtained a charter from the Secretary of State to buy and sell petroleum. Authorized capital stock is subscribed by **D. S. Swain, D. S. Swain, Jr.,** and **M. H. Linaweaver,** all of Washington.

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Company
Address
City Zone State

ABOUT OIL PEOPLE

Officers and directors of Oil Men's Club of Greater St. Louis. Shown, left to right, in front row are: W. G. Raith, Jr., Associated Sales and Supply Co., second vice president; Harry Milton, Milton Oil Co., past president and director; K. C. Baker, J. D. Streett & Co., president; R. H. Dangerfield, Phillips Petroleum Co., first vice president; and L. C. Pfaff, Socony-Vacuum Oil Co., secretary-treasurer. Back row, left to right, shows club directors: C. M. Swanson, Sinclair Refining Co.; G. E. Fliehman, Becker-Marsden Co.; George Koertel, Liberty Bell Oil Co.; Robert W. May, Standard Oil Co. (Indiana); and C. E. Muellerleile, Cities Service Oil Co. Directors absent when picture was taken are R. C. Mueller, Shell Oil Co., and P. V. Browne, Independent Oil Co.

"Seventeen months old and growing fast" is the way members of the Oil Men's Club of Greater St. Louis describe their organization's progress. Youth apparently is no barrier to the club, which is one of the most active in the industry.

Meeting for luncheon on the second and fourth Mondays of each month in St. Louis' Forest Park Hotel, the Oil Men's activities include stag outings, dinner and dance parties, opera and Christmas parties, group attendance of major league baseball games, and a Mississippi River cruise. The latter, a highlight of the past year, was taken aboard a Naval Reserve craft and included inspection of refineries, terminals and barging operations along the river.

Headed by **President Kenneth C. Baker,** J. D. Streett & Co., the club has as other officers: **Ralph H. Dangerfield,** St. Louis division manager for Phillips Petroleum Co., first vice president; **William G. Raith, Jr.,** fuel oil division manager for Associated Sales and Supply Co., second vice president; and **L. C. Pfaff,** division real estate manager, Lubrite Division of Socony-Vacuum Oil Co. Inc., secretary-treasurer.

Credit for furnishing the drive needed to get the club started is given to **Harry Milton,** president of Milton Oil Co. and past president of the club, and to Mr. Pfaff, both of whom have been awarded life memberships for their service. Two retired oil men, **Harvey C. Cochran,** former St. Louis division manager for Standard of Indiana, and **Norman Bassett,** associated with Shell Oil for 20 years, have been awarded honorary memberships.

Incorporated under Missouri state laws, the club started with 144 charter members. It has adopted a conservative policy of expansion and today numbers 166 members. Some of these are out-of-town members, and the club also has a number of associate members from industries related to petroleum.

Speakers before the club during the past year included **B. L. Majewski,** Deep Rock Oil Corp.; **W. O. Spiess,** Oil Heat Institute; **A. A. Nichoson,** The Texas Co.; **L. S. Wescoat,** Pure Oil Co.; **H. T. Ashton,** Socony-Vacuum Oil Co.; basketball coach **Ed Hickey,** St. Louis University; **Manager Eddie Dwyer,** St. Louis Cardinals; and **Manager Zach Taylor,** St. Louis Browns.

The club contributes to several charities, and last fall was sponsor of Oil Progress Week activities in St. Louis, including a downtown parade and civic leaders' luncheon.

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CARGO: Big Business for Little Businessmen!

YOUR Mobilgas dealer has a stake in this tanker—and in *all* facilities we own or charter. So do 16,000 dealers and jobbers like him!

For fine quality product, efficiently supplied, competitive in price, is the very life-blood of "little" business, any business.

Here, in effect, our tanker is a cost-cutting tool for "little business"—helping to keep gas and oil prices down, business volume up.

The same thing is true of Socony-Vacuum's modern laboratories—the advanced refining methods and equipment with which we work to produce the *most* product of *highest* quality at *lowest* cost.

In short, your Mobilgas dealer—an independent local businessman—can offer the quality, price and other benefits you want—because of the efficient, integrated structure that supplies him.

YOUR NATION
depends on strong industries . . .
YOUR INDUSTRIES
are only as strong as your Companies
YOUR COMPANIES
are only as strong as their ability to give you

Your Biggest Money's-Worth!

SOCONY-VACUUM

The Sign the Nation Knows . . . Builds as the Nation Grows!

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85 years of business integrity

85 years of superior products

85 years of service to the oil industry

85/100 of a century of experience

1950

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GASOLINE PUMPS

HYDRAULIC LIFTS

DE LUXE GREASERVERS

AIR METERS

AIR COMPRESSORS